THE LITERARY DIGEST

PUBLIC OPINION (New York) combined with THE LITERARY DIGEST

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TOPICS - OF - THE - DAY

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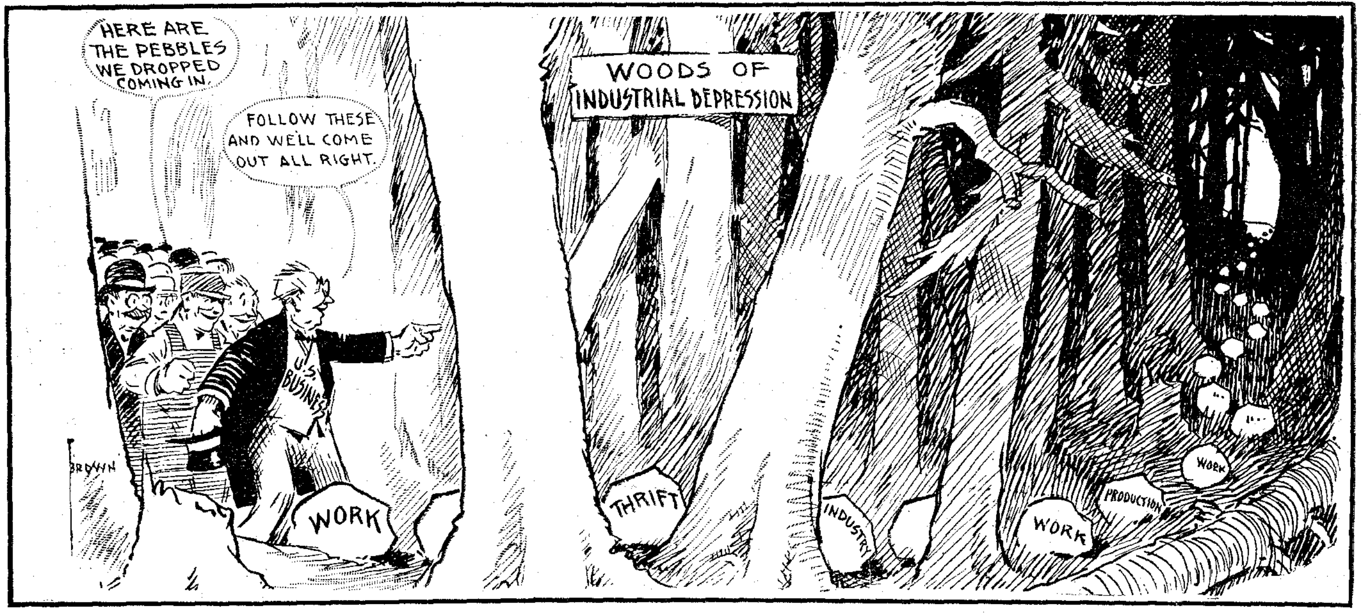
A NATION-WIDE POLL ON THE RETURN OF PROSPERITY

WHY BUSINESS SHOULD BE DEPREST in a land overflowing with supplies that the rest of the world is suffering for, with ships lying idle that could carry them, will puzzle future generations, and to say that such a depression can not last long in the face of the whole world's need of our products is very much like saying that one and one make two. It is best stated, perhaps, by Mr. John H. Patterson, President of the National Cash Register Company, who has been in Europe studying business conditions and attending the sessions of the Assembly of the League of Nations at Geneva. He says in a cable message which we received a few days ago:

> "The world's business is in trouble. Some nations can not sell their surplus of agriculture, industries, and minerals. Other nations greatly need them. Plenty of idle ships to carry them. Millions of people out of employment.
>
> "Nations are still spending money for war like drunken sailors. The world's business has no directing head. It needs an association of nations whose object it is to do good to all the people; to stop war and fight with brains, not with bullets; to extend international credit and to prevent disease. Civilization is at stake. Wake up, America, before it is too late."


HERE ARE THE PEBBLES WE DROPPED COMING IN.
FOLLOW THESE AND WE'LL COME OUT ALL RIGHT.
WOODS OF INDUSTRIAL DEPRESSION
U.S. BUSINESS
WORK
THRIFT
INDUSTRY
WORK
PRODUCTION
WORK
BROWN

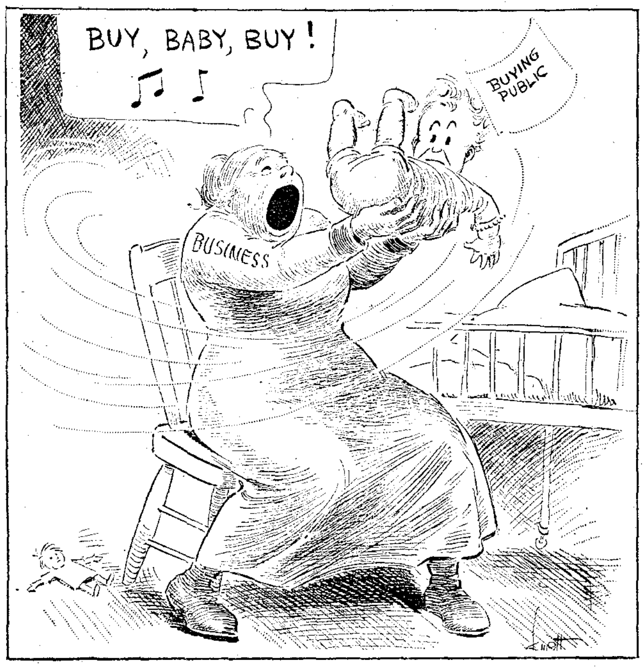
GETTING BACK ON THE TRAIL.

—Brown in the Chicago *Daily News*.

We had written Mr. Patterson for his opinion on the business situation and the prospect of prosperity's return, in a poll of hundreds of authorities on the subject, covering the entire country, comprising business leaders, professors of economics, and financial editors of daily papers. People who can see nothing but gloom all around the business horizon may revise their ideas when they glance over the returns. Of course, it is very much like a survey of a battle-field, but it is a battle-field where the forces are already rearming and reforming, and are here and there beginning to advance again. Moreover, the American business army is one that has never known defeat, and the reason why is evident in the tone of unconquerable optimism that runs through even the casualty reports. "Conditions must improve, because they couldn't be worse," is a frequent reply that sounds like extracting sunshine from cucumbers, but it shows the old-time American spirit that "never knows when it's licked." So much for the spots where business is worst. But better yet is the fact that we keep finding places where the business slow-down hasn't even been felt. Pessimists may think this incredible, but without the slightest desire to indulge in any unwarranted optimism or rosy delusions, it must be recorded that we have received report after report saying, "we have not felt any slump," "no slump here," conditions "normal or better," "better than normal," "running full time," "best in many years," and in at least two cases, "working day and night."

Then take the many localities where the slump has been felt. Some are naturally feeling very blue. The overwhelming majority expect recovery to begin any time now from March to June, but word comes from scattering points all over the country that improvement "has already begun," business has "already commenced to pick up," "conditions improving," "on the mend," "improving steadily," "thousands of laid-off employees reemployed." Perhaps the general trend of the replies is best summarized by two financial editors in different parts of the country who picture industry as an invalid. One remarks that "severe surgical operation is over, now merely question of patient's recovery," while the other editor, as if looking over the first one's shoulder, adds: "Within three months patient will take some solid food; it will take an entire year to regain normal strength." One town is evidently ready for the storms of adversity when it reports all industries "inactive, except umbrellas."

Our inquiry went to the financial editors of hundreds of daily papers in all parts of the United States who know the condition of local business, to the leaders in all our great national industries, and to professors of economics in our leading universities, who study the situation with a full knowledge of many similar business crises to guide them and who reply with that frankness and sincerity we may expect from spectators "above the battle."



THE NEW CRADLE SONG.

—Knott in the Dallas News.

That "conditions are likely to be worse before they are better," think forty-six financial editors, approximately one in five of the whole number who reply. So also think one-fifth of the number of heads of great business who answer. More than half of all the professors of economics who answer express the same opinion. This indicates the existence of a conservative temper throughout the country, further emphasized by many reports of qualified opinion in more than 166 centers of population concerning the probable date when actual business recovery is expected to begin. One editor who sends in a clipping of a published symposium—three and a half columns of optimistic local business opinions, explains to us, "please bear in mind that only optimistic views were used. Men who usually give interviews refused this year on the ground that they had no right to spread a feeling of pessimism." Another editor finds pessimistic business men "not to be quoted."

An overwhelming majority of editors report expectation that actual business recovery, where not already under way, will begin "in the spring," March and April dates predominating. That the period of readjustment may take the whole year or more is frequently suggested. Prominent business leaders divide in much the same proportion. Professors of economics incline to emphasize the importance of allowing months, perhaps years, for readjustment processes in this country and the whole after-war world.

The Literary Digest's questionnaire was sent to 440 financial editors of daily newspapers in every State in the Union. Answers have come from 237. The four questions were:

What are the principal industries of your city and region?
What is their present condition of activity?
Do you think conditions likely to improve, or likely to be worse before they are better?
How soon do the people of your region actually expect the business recovery to begin?

The story told by the answers presents a fascinating geographical picture of the variety and distribution of American industries. It not only furnishes important news of actual conditions direct from persons whose business it is to know what conditions are, but at the same time it reveals the buoyant traits of American business psychology under stress. Forty conspicuous captains of American industry answer similar questions as representatives of their own lines of business. Twenty-two economists at thirteen universities and colleges East and West answer similar questions about industrial conditions and prospects of business recovery in general.

Among features of this poll which stand out is the fact that "oil" spells continuous prosperity wherever it is found, Baton Rouge, San Antonio, Beaumont, Oklahoma towns, Los Angeles, etc. Anthracite coal does the same for Scranton and other Pennsylvania towns—Pottsville wants 20,000 more workers "of the right kind." Illinois bituminous coal regions continue "full head." Paper-making prospers at Watertown, N. Y., and Augusta, Me. Iron- and steel-making centers — Pittsburgh and neighboring cities, Buffalo, Cleveland, Chicago, Birmingham, and others—show degrees of activity and depression varying with trends of United States Steel Corporation or independent corporation policies. Railroad-shop centers like Albany, Altoona, and many others feel the effects of retrenchment measures; Corning, N. Y., has an offset building boom. Metal trades East and West are down — Milwaukee reports 30,000 unemployed. Timber and lumber products, far South and far West, slow down. While a few Southern towns admit that "everything depends on cotton" — which farmers are holding for better prices—the number of Southern cities where diversified industries balance up a prosperity list is very noticeable. For instance, Knoxville reports some "boom"; Tampa is thriving "at an amazing rate." Some Southern cotton-mills have been inactive, but numerous reopenings are said to be at hand, while Spartanburg mills and others continue on full time. The textile situation in New England seems to have been less encouraging, and in Philadelphia territory further down. Clothing is reported in process of readjustment in many cities. Shoes likewise, whether in New England, New York State cities, or St. Louis; furs at the latter "world's market" affect the business situation. Automobile industries in States between Buffalo and Chicago have slumped far down; but signs of revival and optimistic talk are reported. Cities like Buffalo, Erie, Columbus, Cincinnati, Indianapolis, emphasize the diversification of their industries. In the great wheat belt, Minneapolis editors are not alone in forecasting the "cashing in" of the crop by farmers who hold out for higher prices; others maintain that better marketing arrangements must be provided to secure necessary readjustment. But the sugar situation in Colorado and Utah is declared to be "the worst ever," and the general sugar-refining business in the East is said to be equally bad. The largest number of editors who expect a further slump before improvement are in Pennsylvania, Ohio, New York, New England, and Pacific Coast States in the order named.

Very few editors give estimates of the number of the unemployed. One quotes the Massachusetts Department of Labor estimates, "25 per cent. unemployed out of reporting organized labor membership of 254,836 in December," and says "wage reductions in textile-mills averaging 22½ per cent. announced." Our Hartford answer estimates 5,000 idle there. Other answers than those already quoted are: Wilmington, Del., 8 to 10,000;

Erie, Pa., 4,000; Cleveland, 100,000; Akron, 50,000; Dayton, 15,000; St. Louis, "thousands."

The editor of the Toledo *News-Bee* reports "withdrawals from savings-banks have ceased. Large deposits were withdrawn by foreigners who went back to native lands. The tide has now turned and these men are returning to this country."

The editor of the Marion *Star*, President-elect Harding's paper, reports local industries—steam-shovels, tractors, structural steel, threshers, lime, and stone—at about 90 per cent. normal. "General feeling is that retail lines will drop before any improvement is experienced." People expect actual business recovery to begin in "about a year."

The financial editor of the Dayton *News*, James M. Cox's paper, reports "optimistic talk on all sides. Financial interests and employers express confidence in early recovery. Bank-clearings 10 per cent. greater than in 1919, which was a banner year."

WHAT BIG BUSINESS LEADERS SAY

THE QUESTIONS:

What is the present condition of activity in your industry?

Do you think conditions are improving, or are likely to be worse before they are better?

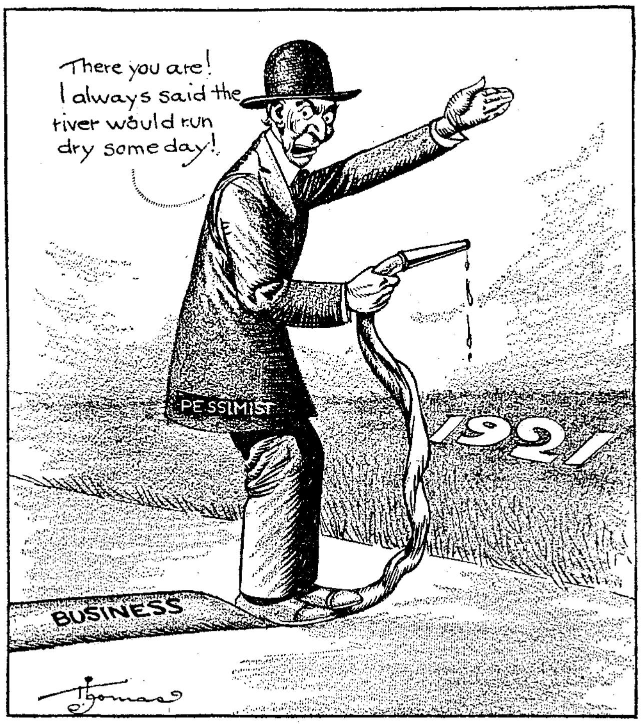
How soon do you expect the business recovery will actually begin?

THE ANSWERS:

F. D. Underwood, President of the Erie Railroad, says: "Seasonable reduction is inevitable under any conditions. In addition there is a reduction that may be termed unusual, amounting to about 15 per cent., below one year ago. Expect actual business recovery to begin about April 1."

E. J. Pearson, President, New York, New Haven & Hartford Railroad, reports a condition of activity "probably not less than 20 to 25 per cent., below normal. Our best judgment is the bottom has been reached. Expect gradual improvement from now forward."

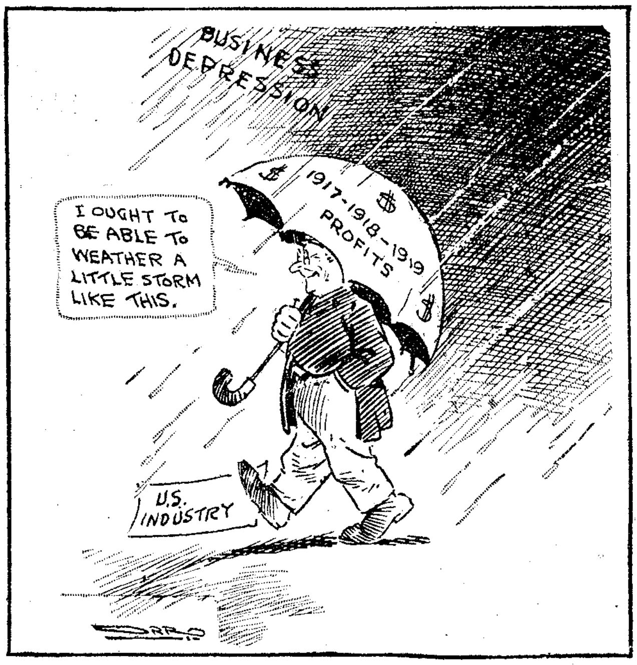
H. E. Byram, President, Chicago, Milwaukee & St. Paul Railway: "Railroad business is suffering from the general business depression in this country. Naturally, the railroad business is affected directly in an increase or decrease in the volume of general business. I think the bottom has been reached in business depression and that from now on there will be an improvement. I look for an improvement of business within the next three months, but expect it will be gradual and much less rapid than the sudden stoppage of business about sixty days ago."


There you are! I always said the river would run dry some day!
PESSIMIST
1921
BUSINESS
Thomas

GET OFF THE HOSE!

—Thomas in the Detroit *News*.

J. Kruttschnitt, Chairman Executive Committee, Southern Pacific Company, writes: "There has been slackening in general business conditions. Since November traffic has fallen to a point about 10 per cent. below that of previous year. Not much improvement in conditions as yet, as producers are holding back crops for better markets and merchants are buying only what is necessary for immediate requirements. Business recovery depends upon improved markets for farm products and more permanent readjustment of prices and wage conditions now going on, after which there should be revival of business upon a sounder basis."



PREPARED FOR A RAINY DAY.

—Orr in the Chicago *Tribune*.

The locomotive business is naturally associated with railway developments. Samuel M. Vauclain, President of the Baldwin Locomotive Works, replies: "Inquiries very heavy—orders very light. Conditions are improving. Expect business recovery gradually until inauguration—then rapidly."

E. H. Gary, Chairman, United States Steel Corporation, answers for his industry: "I consider conditions very good. We are booking new business daily for about one-half full capacity. Are shipping twice as much on account of large unfilled orders on hand. I think, all in all, conditions are improving. The general feeling has improved. Do not look for further depressions tho I believe there will and should be further decreases in the selling prices of certain commodities, particularly in retail departments. There should be a decided improvement within four months."

A. F. Huston, President, Lukens Steel Company, Coatesville, Pa., answers: "Present conditions exceedingly dull. Not improving much, if any. Expect business recovery to begin probably in spring."

Turning to several food industries, a confidential report for sugar refining says that the present condition is the "worst known, largely caused by repudiation of contracts. Improvement will be gradual."

With this confidential report from Eastern sources we couple the reply of W. Bert Robinson, Assistant Secretary and Treasurer of the Utah-Idaho Sugar Company, Salt Lake City, who writes: "We are experiencing the most depressed and stagnant condition in our history. Absolutely no demand for our product, of which we have the largest output we ever made. Market prices for refined sugar are, in our case, below cost, and while we do not worry so much on this account, the condition of the money market makes it almost impossible for us to finance ourselves. We think conditions will not be any worse, but we do not look for any improvement for thirty to sixty days."

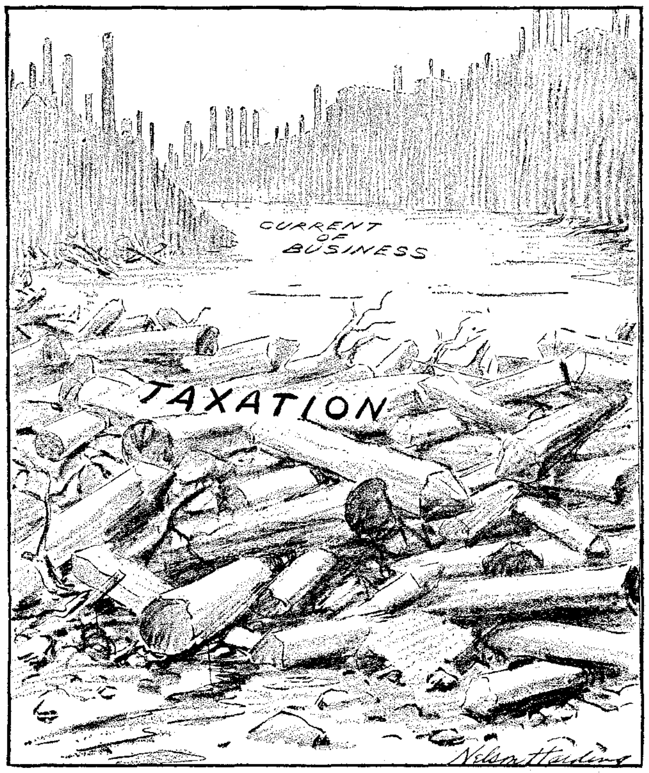
Vice-President J. S. Pillsbury, of the Pillsbury Flour-Mills Company, reports present activity of about 60 per cent., and expectation of business recovery "at once."

The Booth Fisheries Company, by Vice-President and General

Manager P. L. SMITHERS, reports "reasonable activity in all departments except canned goods, which are moving very slowly. Think conditions should get better from now on, but very slowly."

J. OGDEN ARMOUR, President of Armour & Co., packers, Chicago, directs that this reply be sent: "Present condition of activity dull, but prices are at very low levels and there are evidences of better business coming as demand for these low-price products develops." Conditions are "improving." "Recovery is already under way in some lines of our business."

E. A. CUDAHY, Jr., Vice-President of Cudahy Packing Company, Chicago, answers: "Present condition of activity about 80 per cent. of last year's volume, due to shortage of live stock. Conditions in the packing industry are improving. Think business recovery has already begun."



DAMMED.

—Harding in the Brooklyn *Eagle*.

V. D. SKIPWORTH, Vice-President of Wilson & Co., packers, Chicago, says: "Conditions in the live-stock and meat-packing industry have been going through a period of readjustment for over a year, and for several months back values have been in almost every instance on a prewar basis, and on some commodities such as hides, wool, etc., much lower than those prevailing in 1914. In other words, the packing business, and naturally live-stock prices as well, were the first to feel the effects of changed conditions, and we are in a position now to go ahead on a normal basis. Our observation is that conditions are improving very rapidly throughout the country. There seems to be more confidence on the part of every one, backed up by the fact that basic conditions are sound, and if the present trend of optimism continues it is our opinion we may look for a very substantial recovery in the industrial situation within the next few months."

In the textile field, President WILLIAM M. WOOD, of the American Woolen Company, reports industry "practically shut down," adding that a "better atmosphere prevails," with expectancy of actual business recovery "within a few months." President W. FRANK SHOVE, of the Fall River Cotton Manufacturing Association, reports present conditions "very quiet." "Can not make a forecast" of actual beginning of business recovery.

Two reports for clothing industries come from New York City headquarters. Secretary IRVING CRANE, New York Clothing Manufacturing Association, answers: "The industry is slowly but steadily recovering from sharp deflation and industrial unrest. Conditions are improving. It is expected that they will be near normal by the beginning of summer, 1921." President SOL. G. ROSENBAUM, National Cloak and Suit Company, says of present conditions: "In my opinion 75 per cent. of normal, due very largely to the reduced purchasing power of the farming community and people who are dependent upon the farmers' income. I do not think there will be any decided improvement in business until next fall. By the end of the summer surplus merchandise should be worked off, and by that time there should be an improvement."

For the shoe industry, President E. J. BLISS, Regal Shoe Company, reports a present condition of activity at 50 per cent., with conditions "likely to be worse before they are better, and expectation of business recovery October 1, 1921."

In the fur industry immediate business recovery is expected, according to A. M. AHERN, Vice-President, International Fur Exchange, St. Louis. He reports: "New crop of furs 75 per cent. short. Old stocks of raw furs from last winter moving slowly. Strike in manufacturing branch of fur industry recently settled. Conditions will improve from now on."

Among building industries, President JOHN W. DOTY, of the Foundation Company, New York, reports: A "very small amount of new business offered during the last six months. Conditions not improving, but no worse. Expect immediate improvement and recovery in three months." President WALTER C. ALLEN, of the Yale & Towne Manufacturing Company, Stamford, Conn., reports activity "at the lowest point for several years. Conditions not improving; probably will be worse before they are better. Recovery not expected until wages in the building trades are liquidated and the prices of building materials have also been liquidated." President G. S. BROWN, Alpha Portland Cement Company, Easton, Pa., says industry "less active than in the twenty-two years I have been in the industry. Many plants are idle tho usually manufacturing stock at this time of year. Conditions can not be worse. No improvement seen as yet. Expect recovery middle of April or May, 1921." Business in heating and plumbing lines is "extremely quiet," according to President J. T. DURYEA, of Pierce, Butler & Pierce. "Conditions are not improving. Expect recovery to begin in May, 1921."

"The lumber business is temporarily paralyzed," according to B. F. BONNER, Vice-President, Kirby-Bonner Lumber Company, Houston, Texas. "Indications are that the worst is over, and the volume of business seems to be picking up. On account of large stocks at the mills and comparatively small stocks in the hands of distributers, lumber movement should be heavier than it was during the last quarter of 1920, but believe it will be six months before there is any real prosperity in the lumber business."

Business in complete equipment of furnishings is "at low ebb," reports President ALBERT PICK, of Albert Pick & Co., Chicago, who adds: "Inquiries coming in in goodly numbers and are closing some contracts. Look for a gradual improvement from booking orders from this date. Business recovery can not be long delayed unless it would become materially worse almost immediately. We are disinclined, however, to the latter thought."

In paving there is "practically no business, due in part, however, to many of our products being seasonal," says C. W. BAYLISS, Vice-President, the Barber Asphalt Paving Company, Philadelphia. Conditions are likely to be "worse before better. Actual recovery, if at all this year, about May or June."

In the airplane industry "production is being confined to government orders," according to the report of J. A. B. SMITH, Secretary and Treasurer, Curtiss Airplane and Motor Corporation, Garden City. "Expect improvement with opening of spring season; recovery April, 1921."

In merchandising, President H. T. PARSON, F. W. Woolworth Company, New York, says: "Our business is showing good increase—December increased 11 per cent. I think general retail business must make radical price reductions before it gets on sound basis. Expect business recovery to begin April 1."

For the Clyde-Mallory Steamship Company, President H. H. RAYMOND reports activity "about 75 per cent. of normal. Conditions much improved and getting better. Believe actual recovery has started."

Present condition of the oil industry is "good—about 90 per cent. of greatest activity," writes Chairman E. C. LUFKIN, of the Texas Company, who thinks conditions are improving and expects actual business recovery March 1.

In tobacco, business is "dull," according to President PERCIVAL S. HILL, of the American Tobacco Company. "Cigarets about normal, smoking and plug tobacco off about 30 per cent. Signs of improvement; believe that recovery is beginning now in our business. Tobacco is being sold about 60 per cent. less than last year by the farmer—this tobacco can not be used for manufacturing purposes for eighteen months. There is no old tobacco

(*Continued on page* 46)

PASSING THE PEAK OF UNEMPLOYMENT

FOR THE FIRST TIME IN MONTHS the country knows just where it stands as regards unemployment, for the report of the Department of Labor makes it clear that the number of unemployed is greater by 3,500,000 than it was in January a year ago. Yet the survey upon which the official report is based does not include clerks, stenographers, and other "white-collar" occupations, or casual pursuits; it is an industrial survey. "These idle people constitute one-third of the country's total working population," points out the New York *World*, and the bulletin of the Federal Reserve Board tells us that "the situation is most serious in the Eastern districts, especially in the manufacturing centers, where mills and factories are either closed or operating on part-time schedules." However, "this condition of unemployment is universally held to be merely temporary; the peak of the crisis is past," believes the St. Louis *Globe-Democrat*, and this paper's opinion is upheld by dispatches from manufacturing, textile, motor-car, and other industrial centers to the effect that scores of thousands of workers are being reemployed. This encouraging news came after January 15, when the Government's survey came to a close.

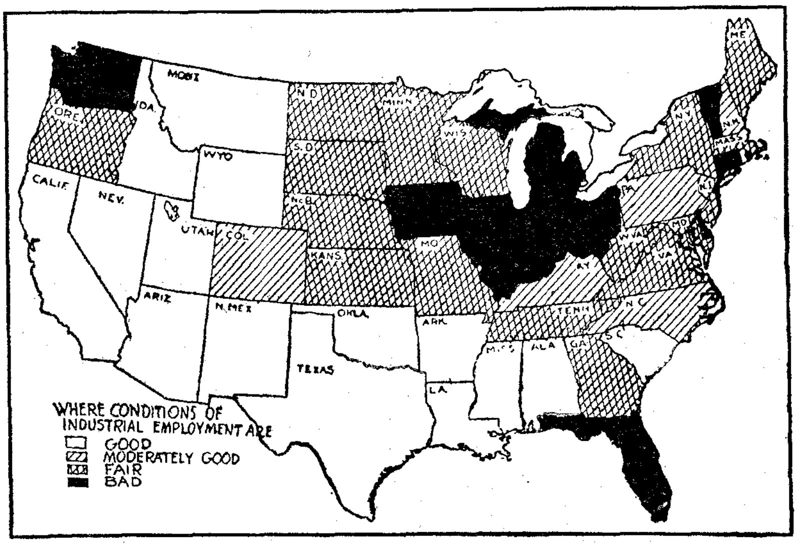
Briefly, the report reveals that the greatest amount of unemployment is in the East North-central States, where automobiles and accessories are manufactured, altho in the past two weeks there has been a marked resumption in these industries. The Middle Atlantic States come next, with their steel-, tin-plate-, and textile-mills; then the manufacturing, cotton-, and woolen-mill centers of New England. In the West North-central district unemployment is not so great, and the total is comparatively small in the Rocky Mountain States. Since the recent era of unemployment began, the situation on the Pacific coast has not been as serious as elsewhere.

"The figures on unemployment issued by the Department of Labor can not be blinked," admits the Richmond (Va.) *News-Leader*, and the New York *Globe* compares the economic loss sustained through the inactivity of this force of unemployed workers to the loss in production suffered through war. And the trouble is, declares the Springfield *Republican*, that we as a nation are inclined "to look upon such periods as unavoidable, like earthquakes, fires, and floods." As a matter of fact, maintains this paper, a permanent clearing-house on employment and vocational problems, combined with a survey of trade opportunities and commercial needs, would minimize periods of unemployment such as we suffer from at present.

Realizing, possibly, that statistics are unescapable in a matter of this kind and import, Arthur M. Evans, writing for the Chicago *Tribune*, has tried to make them as readable as possible. Says Mr. Evans in his résumé of the report:

> "The survey says comparative information from thirty-five States and the District of Columbia shows that a year ago the number employed in industry was 9,402,000. On January 1 this year it stood at 6,070,648, a reduction of 3,331,352. In addition, unemployment in the other thirteen States ran the total to 3,472,466.
>
> "Michigan is shown to be the hardest hit. The working force in its industrial plants is reduced 82 per cent. from one year ago. Ohio comes second, its reduction is a shade over 50 per cent.; Indiana, third, its reduction being slightly under 50 per cent. Illinois is fourth, 44 per cent. below a year ago; then Connecticut, 43 per cent.; Massachusetts, 38 per cent.; New York, 28 per cent.; Wisconsin, 32 per cent., and New Jersey, 22 per cent.
>
> "By industrial groups, the largest percentage of reduction as compared with a year ago occurred in automobiles and accessories, which indicated a 69 per cent. drop in employment. This industry a year ago employed about 8 per cent. of the total number in all industry. Second comes the building trades with a reduction of 52 per cent. Twelve months ago these crafts employed about 11 per cent. of all workers in industry. Next come textiles and clothing, hosiery and underwear, with a curtail of 35½ per cent. in employment; leather, boots, and shoes, with a 35 per cent. reduction; lumber, furniture, boxes, and wood products, 32 per cent. below last year; metals, machinery, electric goods, and foundry products, 30½ per cent. off; clay, glass, cement, and stone 19 per cent. off; packing and food products, 19 per cent. below last January."

"But there is no estimate of part-time employment, which is understood to be considerable," points out the New York *Journal of Commerce*. "However," adds this paper, "the situation is in no sense alarming, and there is little evidence of widespread or serious suffering." And we read on:



From the Chicago "Tribune."

THE MAP OF UNEMPLOYMENT.

The map, based on government figures, tells its own story. In some cases a whole State is black because of extreme depression in some one industry or some one industrial center, overbalancing more or less normal conditions in other parts of the State.

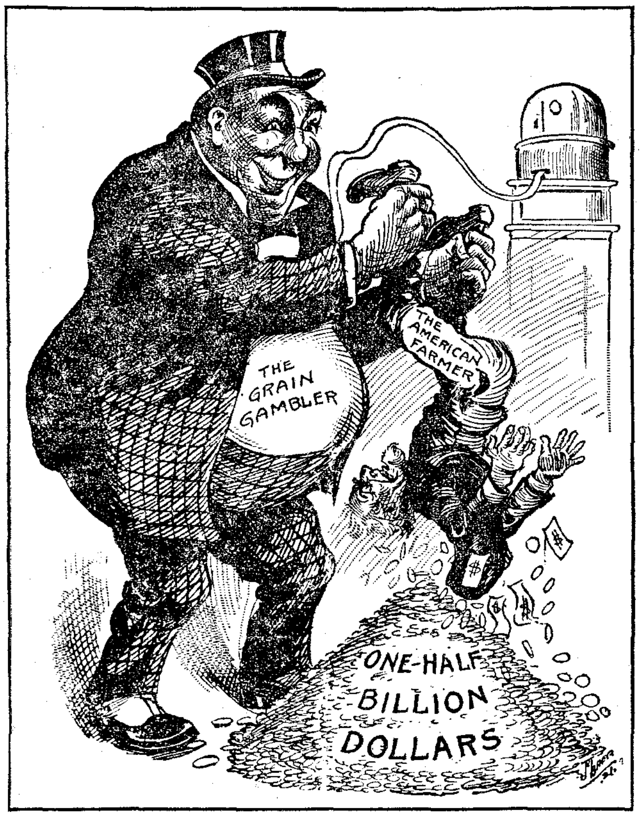
> "However much such a situation is to be regretted, it was inevitable that readjustment take place and that such a transition period be accompanied by considerable unemployment. Not only had costs and prices risen to a point where a general scaling down was unavoidable, but during the war and in the boom period after the armistice there was a large influx of labor from rural districts into industrial centers too often to find employment at exorbitant rates in luxury or semi-luxury lines, an abnormal demand for the products of such industries having arisen during a wave of extravagance.
>
> "The solution of the difficulty will probably take the form not only of reduced wages and other costs, but also of a redistribution of labor among the various lines of industry, commerce, and agriculture."

A note of optimism is found in practically every editorial which has reached us. "Many of the factories and mills shut down a month or two ago are reopening, and the tide of spring buying has commenced," points out the Seattle *Post-Intelligencer*, and the Seattle *Times* tells of a plan by which the city Chamber of Commerce plans to keep unemployment at a minimum. Many other cities are giving the matter of unemployment considerable attention, and Senator Kenyon and others in both Houses are endeavoring to expedite public work of all kinds. But, we read in the Baltimore *Sun:*

> "Unemployment, which is now severe, is not unusual at this time of year; and it may, in fact, occur at almost any time when the economic machinery appears to break down. The significant fact about unemployment is that the burden of it is borne by the workers, who, in spite of their direct interest, have no means of preventing its occurrence. Employers are, of course, unable to provide an earthly Paradise for their workers; but they themselves should be the first to admit that they can materially improve conditions."

GRILLING THE GRAIN GAMBLERS

CROPS VALUED AT BILLIONS OF DOLLARS are held every year "in the hollow of the hand of a well-organized group of grain gamblers," asserts S. H. Greeley, an experienced former member of the Chicago Board of Trade, in *Capper's Farmer* (Topeka), and we are told in *Capper's Weekly*, also of Topeka, that nineteen bills to remedy gambling in farm products have been submitted to the short session of Congress. But the grain exchanges, "despite their abuses, perform a valuable business and an economic service, so Congress prefers not to eliminate them altogether," says the New York *Tribune*, which reminds us that "for fifty years Congress has recurrently wrangled over the question of whether trading in commodity futures should be permitted." Before the House Committee on Agriculture Herbert Hoover recently submitted what appears to many editors to be a promising compromise proposal. Mr. Hoover, in the words of *The Tribune*, would adopt a policy of regulation instead of a hands-off policy or one flatly prohibiting trading in grain futures. He would establish, say Washington correspondents, "a national marketing board of experts to act with the voluntary cooperation of boards of trade and grain exchanges to improve marketing conditions."



THE SHAKE-DOWN—HIS SHARE.

—Baer in *Capper's Weekly* (Topeka).

The 1,600 members of the Chicago Board of Trade, who pay $10,000 apiece for their membership, according to Mr. Greeley, are not popular with the farmers. Many correspondents of *Capper's Weekly* look upon them as "leeches," "legalized bandits," and "grain gamblers who robbed the farmers in 1920 of more than $6,000,000." This former member of the Chicago Board of Trade considers that organization the "most grasping organization in the commercial world." It serves no useful purpose, he maintains, and we read in *Capper's Weekly* that—

> "If you have the affairs of the large grain gamblers in Chicago examined you will find about one dozen men in Chicago have caused the big decline in wheat and corn by selling millions of bushels 'short.' They have traded every week in as many bushels as the entire crop of corn raised in the United States, and their declines in price have brought a loss of not less than $3,200,000,000 to the farmers of the corn-producing States, simply by selling more bushels of corn, oats, cotton, etc., than there is demand for.
>
> "The big gambler, to force down the price of wheat, so that he or some one else may buy real wheat at a lower figure, 'sells' a million bushels of wheat on paper. But he doesn't actually sell any wheat. He merely agrees to deliver so many bushels by a certain fixt date. He hopes the market price will drop by delivery day. His paper sale helps to depress the market. He continues making these paper or fictitious sales until the price of real wheat drops. Then he, or his confederate, buys in the grain, sells it to somebody else, and makes the difference in price. Out on the farm, the man who grows wheat loses that much per bushel on the value of his crop."

"Under the present system the grower and consumer both lose, while the grain gambler profits by trading in the necessities of life," declares the Asheville (N. C.) *Citizen*, and the Fargo *Courier-News* believes that "grain gambling is in some respects an even more immoral system than the saloon." "This utterly indefensible system of gambling in the nation's food ought to be completely destroyed," thinks this paper, "for it can not be regulated."

The New York *Times*, the Chicago *Daily News*, and *The Wall Street Journal* present the other side of the question. "World conditions, rather than speculation in grain, are responsible for the low prices obtaining in that commodity," thinks the Chicago daily. For, it asks, "if gambling is responsible for the low prices of grain, what accounts for the slump in the prices of other commodities—wool, hides, copper, rubber, silk—which have no elaborate marketing machinery, and which now are selling at prices below the cost of production?" Furthermore, says the New York *Times:*

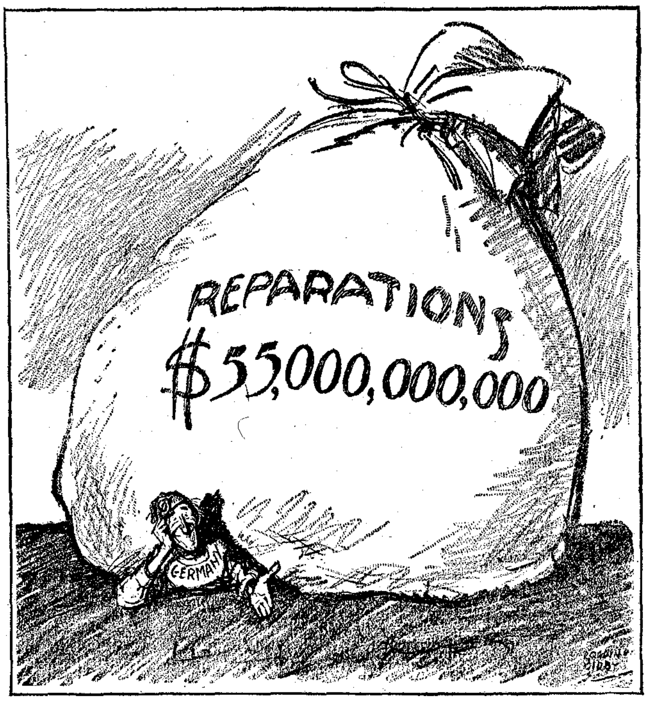
> "Before the grain exchanges were established the farmers were in the plight of the tobacco-growers now. The tobacco-growers remark that the grain-growers enjoy an instantaneous market the year round; they want the market accommodations which the farmers and planters want to abolish. It is a mistake to suppose that the exchanges make the fluctuations which occur on them. That appears from the wider fluctuations in the commodities for which there are no exchanges. The situation in the wool market rivals that in the cotton market, but the wool situation lacks the support of sales for the fall, which would cause buying before the profits could be realized. So far as the situation of the farmers and planters is worse than that of others, it is due in considerable degree to their neglect to use the exchanges. The proposal that a market shall be made artificially for their benefit can fairly be countered by the proposal that they shall learn their business better, and that they shall not be allowed to overturn what they do not understand."

"It would be disastrous," thinks the Richmond (Va.) *Times-Dispatch*, "to abolish by law the grain exchanges and the practise of trading in grain." Mr. Hoover's idea of a National marketing board, however, finds favor with this paper; "this plan, if carried out, would result in reducing the string of middlemen between producer and consumer," it declares, "and enable consumers to benefit from a material lowering of prices." Mr. Hoover's suggestions are set forth in the New York *Times:*

> "My own conclusions are that we should have a National marketing board of experts, under the Department of Agriculture, whose outlook is primarily to improve marketing conditions; that some regulatory powers should be given them of this nature, and that they should determine the precise procedure, from time to time, for administrative action by the Secretary of Agriculture. They could accomplish a great deal in improving the trade processes through agreement with the trades and by the establishment of standard practises in cooperation with them.
>
> "One function of such a board, for instance, would be to provide regulation which would secure the extension of public warehouses in such a manner that the farmer can store his grain at any country elevator or terminal and obtain a warehouse receipt that will open to him new credit beyond his abilities in loans against holdings on farms. Such a board could give great assistance to the development of cooperative marketing and other important improvements in our marketing processes."

AMERICA'S STAKE IN THE GERMAN INDEMNITY

THIS NATION HAD NO PART in the Allied counsels which decided upon $56,000,000,000 plus the proceeds of a 12½ per cent. export tax as the sum Germany must pay in reparations. Yet we have a profound concern, both direct and indirect, in the settlement of what Lloyd George has characterized as "the hardest problem of the whole world to-day." With the rest of the world we are affected, observers remind us, because Germany must settle down before she can settle up, and the reparations question remains the great obstacle in the way of reconstruction, here and in Europe. There is, it would seem, a not very indirect connection between the collection of Germany's debt to the Allies and the collection of the $10,000,000,000 the Allies owe us—a sum which would go a long way toward the redemption of our Liberty Bonds. Moreover, it is further pointed out, the export tax on German goods may have far-reaching effects on our own commerce and industry. In addition, there is a clause in the reparations terms as adopted by the Supreme Council of the Allies forbidding Germany to embark on any credit operations outside her own territory without the approval of the Reparations Commission. Yet it is recognized by the Allies, according to a Paris dispatch to the New York *Herald*, that "America's cooperation is absolutely essential if the German obligations are to be financed."



"LET'S SEE YOU COLLECT IT."

—Kirby in the New York *World*.

The reparations question "has the highest practical concern for every American," says the Philadelphia *North American*, because "the commercial and financial affairs of the whole world present in effect the figure of an inverted pyramid, the apex of which is the still undetermined amount of Germany's reparations payments." "The most important thing in the world to-day is a definite fixing of the sum Germany is to pay," declares Charles M. Schwab, of the Bethlehem Steel Corporation, because "the fixing of that sum will tend to the immediate stabilization of business, and will do away with a great deal of the vast uncertainty that has confronted everybody"; and Herbert Hoover in a recent interview gave the following picture of the world waiting for the reparations settlement:

> "In America we are faced by wide-spread unemployment, which is not due to overproduction. Our production has been normal, but we have a congestion of products due to lessened consumption in Europe. So closely knit is the economic fabric of the world that the situation in Europe has reached the dinner-table of every citizen of the United States.
>
> "We must make it financially possible for Europe to buy our raw materials."

The liquidation of our loan to the Allies, our Treasury officials state, is not contingent upon Germany fulfilling her reparations obligations. Nevertheless, according to a Washington correspondent of the New York *Tribune*, the Allied leaders are considering the suggestion that "America accept payment over the forty-two years covered by the German indemnity." To quote further:

> "America will be offered German bonds in payment for Europe's debts in any amount she is willing to accept. England's acceptance of German bonds in payment of France's debt to her will depend on the number of bonds America will take from England."

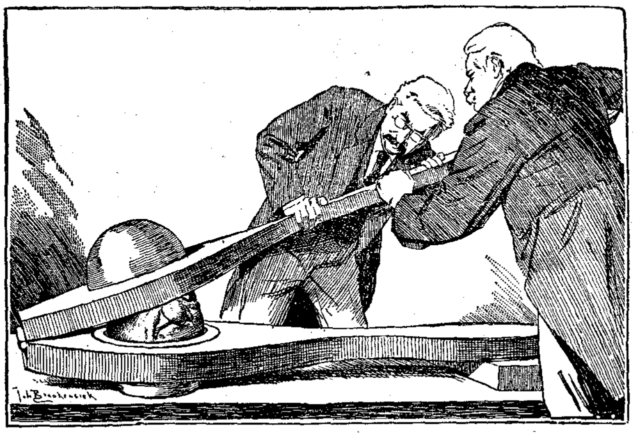
So, too, in the New York *Journal of Commerce* we read:

> "France owes Great Britain; Great Britain owes the United States; and most of the other participants in the recent war owe one or the other of these protagonists, or in some instances both of them and the United States as well. The German indemnity is relied upon to furnish the means of liquidating this series of claims.
>
> "Ever since the armistice it has been suggested in various quarters that the United States ought to cancel its foreign claims. Alternative with this proposal was the intimation that this country ought to accept German bonds in settlement of its advances to the other nations. One trouble in the way of the latter scheme has been that no one could ever find out how many German bonds there were to be. Now there emerges from the Paris discussions the thought that Germany may be allowed to place her bonds in the United States under the supervision of the Allies, who are to retain control of every 'foreign credit operation.' The proceeds of such bonds will then be used to pay the indemnity. In order to make matters adjust themselves easily, there is informal indication of a plan to request the United States to put the reimbursement of its foreign claims upon a forty-two-year-instalment basis, so that as the funds come in from Germany they can be turned over to our Treasury. . . . . .
>
> "Thus far we have figured in no open way in the international debt negotiations. It was far from a coincidence, however, that the proposal to begin discussion of the form of our claims upon Great Britain and France fell at the same time as the Paris conference and was attended by the Ambassador from Great Britain as well as presumably by an unofficial agent of the Washington Government. Whether we like it or not, we are a necessary element in the indemnity negotiations, and altho we have no voice at the council-table every one knows and recognizes—as some of the foreign officials are more or less openly saying—that eventual settlement can not be effected without taking full account both of our claims and of our market. This is not only unavoidable, but it is as it should be. It is not too much to say that thus far the United States has acted toward the foreign debtors who borrowed from it during the war with the utmost consideration and generosity. There is no reason to doubt that it will continue to do so or that such is the wish of the American public. If given a fair chance this nation will do its utmost to cooperate in settling the overhanging indebtednesses which now constitute one of the great obstacles to progress toward a sounder economic régime."

The clause giving the Allies control over the contracting of loans by Germany, the New York *World* points out, amounts in effect to "a scheme to preclude any treaty the United States may make with Germany from having a priority over an engagement with Great Britain, France, Belgium, Italy, and Japan." *The World* reports that this clause is regarded with resentment in American banking circles. And in the Springfield *Republican* we read:

> "One feature of the proposed revision of the Treaty of Versailles which would greatly interest this country in case the

changes should be put into effect is the explicit veto on the borrowing of money by Germany without the consent of the Reparations Commission. The veto lasts for forty-two years, or presumably longer if Germany should be delayed in clearing off her debt, and applies not only to the German Government, but to the German states and municipalities and to all state-controlled public services.



THE GERMAN INDEMNITY.

LLOYD GEORGE—"We shall never get much juice out of this lemon."

—*De Amsterdammer* (Amsterdam).

"It is possible that under the terms of the Treaty, which makes the indemnity a first charge on German revenues, the Allies might in practise make the negotiation of foreign credits almost impracticable by leaving Germany nothing to offer other creditors. Yet the substitution of an explicit interdiction of the right to borrow abroad was certainly not made without a motive, and the motive is presumably to be found in the prospect that the United States will conclude a separate peace with Germany. All the Allies want to borrow money from the United States, and while they might not under all circumstances object to Germany's borrowing too, when their needs have been met, they very naturally wish to keep control of Germany's credits.

"This to some extent was done by the 'blank-check' principle, as has been recognized in the case of Austria, which can raise no money in the United States until the Allies agree not to take it away in the form of an indemnity. In the case of Germany credits in the United States are almost essential for the resumption of commerce. By their control over credits, as well as by a 12 per cent. tax on all German exports, the Allies under the proposed arrangement would keep their thumbs on trade between Germany and the United States for the next forty-two years. To say that the proposal should interest American business men is to put the case very moderately."

The proposed export tax on German goods provokes a veritable volley of criticism from our press. A New York *World* representative quotes many prominent bankers to the effect that this tax is "a blow to the United States because it will have the effect of reducing German exports to this country and thereby prevent her from establishing credits for the purchase of raw material necessary to rehabilitate herself." "Both England and France would like the United States to take the bulk of German exports and thereby cancel British and French debts to us, while they at the same time were collecting a 12½ per cent. tax on the goods sent to this country," remarks the Springfield *Union*, which goes on to say:

"So far as the United States is concerned, the difference between a 12½ per cent. German tax and a 12½ per cent. tariff tax at our ports on German imports would be that, in the first case, the money would go to the Allies, and, in the second, it would go into the United States Treasury. From the point of view of the United States, that is likely to be an important difference, particularly as Germany would be likely to export more goods to the United States than to any other country, because our currency has a greater relative value. Such a plan would inevitably raise some very important questions for this country, whether it were proposed to collect the tax at the German ports of shipment or at the American ports of importation.

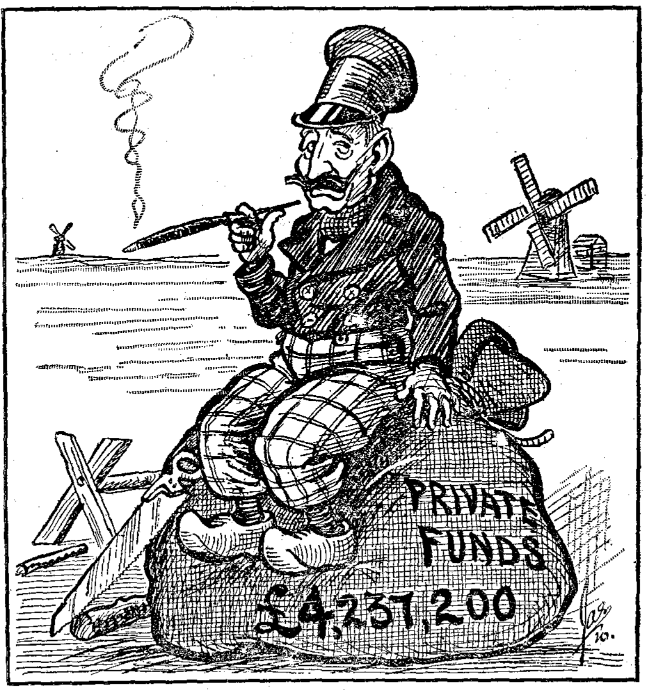
"There would certainly be a question for serious consideration concerning certain German products that we need. We shall import, for instance, large quantities of potash to be used in fertilizers. If the export tax raised the price of fertilizers in this country proportionately, it would mean that our people would pay the sum that would go to reparations to other countries. Obviously the United States would be concerned in such a proposition as that. If it is assumed that because of trade conditions the United States will take the bulk of German exports and that the export tax would be a way of canceling British and French debts through an extra charge on American consumers, the assumption is naturally one for this country to consider. Our practical withdrawal from the Allied Council does not entitle the Allies to put the burden of paying German reparations too extensively on this country. In so far as we import German goods we shall undoubtedly be paying German reparations within limits, but the payment of an additional tax rather intensifies the question."

"But for the crass folly of imposing a 12½ per cent. tax on German exports in addition to the direct payments, the reparations terms agreed upon by the Allied Supreme Council would be considered reasonable," thinks the New York *Times*. And David Lawrence, in a Washington dispatch to the Springfield *Republican*, tells us that—

"When the American Congress imposes a protective tariff on foreign goods the money goes into the American Treasury and helps pay government bills and reduces the amount that must be raised by direct taxation. The action of the Allies in imposing an export tax simply means that the American people who buy German goods will pay the tax to the Allies and thus relieve the Germans of a part, at least, of their obligations.

"Tariff authorities here insist, moreover, that a flat 12½ per cent. tax on exports is not only unscientific, but unequal and discriminatory and will restrict trade with Germany as well as the countries which are reached through Germany, as a distributing center in Middle Europe. Anything that restricts trade is incidentally frowned upon because it is realized here that if Germany is to pay her annual payments on the indemnity, she must make money somehow, and she can not make money if her goods are not sold.

"Similarly—and here is where the most vital factor of the whole question comes in—unless Germany can sell goods to the United States, she will not have the money to buy American cotton and grain and manufactured articles because she will not have the money to pay for it. International trade is entirely a question of exchange of goods. All parties on this side of the ocean attribute the recent falling off in American trade to



GERMANY CAN PAY—THE KAISER.
THEN WHY NOT US?

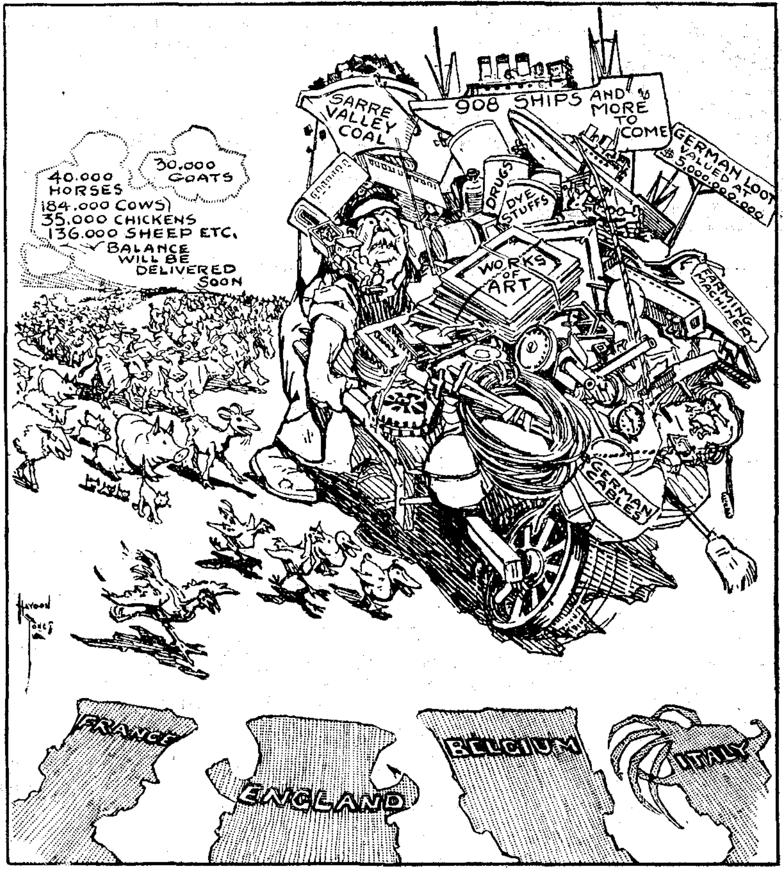
—Jas. in the London *People*.

the inability of the European countries to pay for goods in the American dollar at present exchange-rates. If the balance of trade should continue on this side of the Atlantic, the chance of equalizing exchange will be diminished.

"So it is thought in Washington that whatever advantages may seem to accrue immediately out of the proposal to fix a definite sum for the indemnity may be offset when it is realized what a suffocating influence the 12½ per cent. tax may have on the entire trade situation. Moreover, the United States has the gold supply at present, and any plan for the revival of world trade must contemplate some inducement to America to buy goods abroad. The 12½ per cent. tax may prevent American purchases altogether. It is predicted that the American people will not want to be in the position of indirectly paying the German indemnity to the Allies, for the penalty would not be imposed upon the German producer, but the American consumer."

And in the editorial columns of the same paper we read:

"In so far as the 12 per cent. *ad valorem* tax is aimed at making neutrals and the United States contribute toward paying Germany's indemnity it may defeat its own purpose; however cordially a Republican Congress may approve of tariff walls, even the Home Market Club wants to be inside the breastworks. It is, of course, possible that the Allies foresee and sanction a great development of trade between Germany and Russia and are seeking to take their indemnity in the form of a 'rake-off.' But the proposed arrangement, if it should actually be put into effect, would not promise economic peace for the next forty-two years. Not improbably it would prove as disturbing as the much-abused reparations clauses of the Treaty of Versailles."



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BRINGING BACK THE LOOT.

—Jones in the New York *Evening Post.*

On the other hand, a New York *World* correspondent reports from Washington that many members of the House Ways and Means Committee are inclined to think that such a tax would prove beneficial to the United States. Republican members, he says, "declare that the tax will not nearly make up the difference between the cost of production in Germany and the United States, but will help." And "Democratic members, on the other hand, declare that it would disarm Republican high protectionists, who see in Germany the most menacing competitor of the United States." Turning to the news columns of the New York *Tribune*, we read further:

"The effect of the 12 per cent. tax on German exports was much discust in trade circles yesterday. Altho it will handicap German sellers, by adding to the cost of German goods in foreign countries, it was pointed out that German manufacturers have the advantage of employing labor at home with depreciated marks, which will tend to offset other disadvantages. Until the new reparations plan is presented to Germany for acceptance business men are disinclined to make definite calculations.

"German exports for the first five months of 1920 amounted to 23,688,000,000 marks, and for the whole of 1919 were valued at 10,057,000,000, according to the latest available figures. These figures may be reckoned in paper and not in gold marks. From 1909 to 1913 German export figures in gold marks increased from a little less than 7,000,000,000 marks to slightly more than 10,000,000,000 marks.

"That German export trade increased notably last year is shown in these figures and also in the figures showing importations from Germany into this country. During the eleven months ending last November the United States imported German merchandise valued at $84,000,000 compared with a total for 1919 of $10,608,141. Our exports to Germany, however, were about three times as great as our imports from that country."

The damage suffered by France, Belgium, and Italy at the hands of German invaders, the Washington *Post* reminds us, greatly exceeds the amount of the indemnity. The New York *Tribune*, recalling the sensational rumors of friction between France and England over the reparations issue before the agreement was reached, thinks that "the great gain of the Paris meeting is that it brings the Allies back to a salutary realization that Germany may be able to beat them piecemeal on the Treaty, as she would have beaten them piecemeal on the battle-field." "Allied concert," it adds, "is indispensable to any real execution of the Treaty."

The indemnity agreement reached unanimously by the Supreme Council of the Allies in Paris on January 29 is not yet a settlement, since it is to be further discust by Allied and German delegates in London on February 28. Its terms, as summarized in the Paris dispatches, are as follows:

"Germany must pay 226,000,000,000 gold marks, normally about $56,000,000,000 in war-reparations.

"Payment of the indemnity will extend over a period of forty-two years, on the following graduated scale:

"First two years, 2,000,000,000 marks annually.
"Next three years, 3,000,000,000 marks annually.
"Next three years, 4,000,000,000 marks annually.
"Next three years, 5,000,000,000 marks annually.
"Next thirty-one years, 6,000,000,000 marks annually.

"In addition the Germans must pay a tax of 12½ per cent. on their exports."

Moreover, "Germany shall not directly embark on any credit operation outside her own territory without the approval of the Reparations Commission."

In case Germany shall make default in any payment:

"1. All or part of the proceeds of the German customs in the hands of the receiver-general of German customs may be attached by the Reparations Commission and applied in meeting the obligations in respect of which Germany has defaulted. In such case the Reparations Commission may, if it thinks necessary, itself undertake the administration and receipt of the customs duties.

"2. The Reparations Commission also may formally invite the German Government to proceed to such increases of duties or to take such steps for the purpose of increasing its resources as the commission may think necessary."

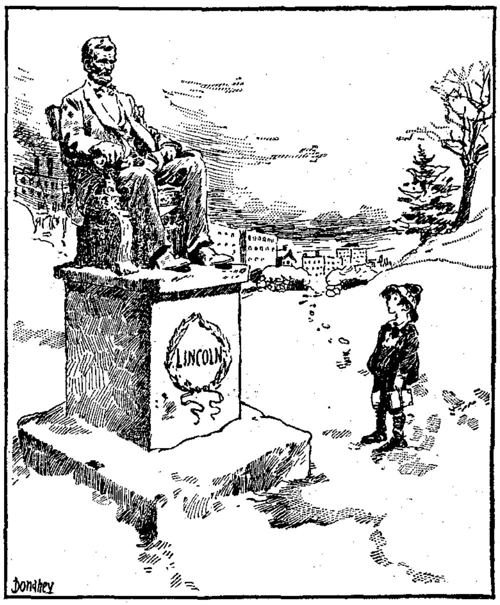
LINCOLN'S SPEECH AT GETTYSBURG

This number of The Literary Digest *reaches our readers on the anniversary of the birth of Abraham Lincoln. Fifty-seven years ago—November 19. 1863—in the Military Cemetery at Gettysburg, he called upon the nation to dedicate itself to the "high resolve that these dead shall not have died in vain." As we remember what the nation has lived through since the Armistice of 1918, and all that is needed still of courage and toil and endurance to heal wholly the wounds of the Great War, it is meet that we hearten ourselves with his imperishable words as a national text in the "great task remaining before us."*

FOURSCORE and seven years ago our fathers brought forth upon this continent a new nation, conceived in liberty, and dedicated to the proposition that all men are created equal.

Now we are engaged in a great civil war, testing whether that nation, or any nation so conceived and so dedicated, can long endure. We are met on a great battle-field of that war. We have come to dedicate a portion of that field as a final resting-place for those who here gave their lives that that nation might live. It is altogether fitting and proper that we should do this.

But in a larger sense, we can not dedicate—we can not consecrate—we can not hallow this ground. The brave men, living and dead, who struggled here, have consecrated it far above our poor power to add or detract. The world will little note, nor long remember, what we say here, but it can never forget what they did here. It is for us, the living, rather, to be dedicated here to the unfinished work which they who fought here thus far so nobly advanced. It is rather for us to be here dedicated to the great task remaining before us—that from these honored dead we take increased devotion to that cause for which they gave the last full measure of devotion—that we here highly resolve that these dead shall not have died in vain—that this nation, under God, shall have a new birth of freedom and that government of the people, by the people, and for the people shall not perish from the earth.



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THE DAY'S LESSON.

—Donahey for the George Matthew Adams Service.

TOPICS IN BRIEF

Retail shoe prices still pinch.—*Forbes* (*New York*).

We had loose management; now we have tight money.—*Washington Post.*

The only nation that isn't distrest by coal prices is hibernation.—*Tacoma Ledger.*

There isn't anything in America worth as little as a ruble, unless it be a corkscrew.—*Louisville Post.*

Possibly the first move toward obtaining a naval holiday must be to disarm suspicion.—*Detroit Free Press.*

Speaking of "naval holidays," it is recalled that the German Fleet had one during the late war.—*Montreal Star.*

The roar of the big guns has been succeeded by the roar of men who think they are big guns.—*Richmond News-Leader.*

The unpardonable sin in a person of a different race or religion from ours is to be smarter than we are.—*Ohio State Journal.*

"Food Prices Break," says a head-line. The line seems incomplete without the addition of the word "Father."—*Moline Dispatch.*

The only parallel for Mexico we can think of is the behavior of a small boy for the two weeks just preceding Christmas.—*New York World.*

As we understand it, Lenine urges foreign capital to rebuild his railroads so he can mobilize his armies to destroy foreign capital.—*Dallas News.*

The people who are yelling the loudest about hard times are the people who have had to reduce their profits to about 500 per cent.—*New York World.*

Scientists say that the mountains in California are moving slowly north. This undoubtedly is to make room for Eastern tourists.—*New York Herald.*

According to a head-line, the Government will prosecute coal-profiteers. Too bad, too bad! All along we have been hoping that they would be punished.—*Marion Star.*

Austria has asked permission of the League of Nations to unite with Germany. And yet people still say that a burnt child dreads the fire.—*Nashville Southern Lumberman.*

Departing for Russia, Martens, Soviet "ambassador," says the United States will "soon see the light." Mr. Martens has been sent out of the country precisely for the reason that the United States has seen the light—it's a "Red" light and it means danger.—*Long Island City Star.*

Prices of suits are now beginning to suit.—*Forbes* (*New York*).

Well, if the world hasn't been disarmed it has been disillusioned.—*Buffalo News.*

It begins to look as if New York's crime had a permanent wave in it.—*Washington Post.*

The price of hard coal has now gone down to about twice the prewar figure.—*Detroit Free Press.*

"Reds" sound tocsin throughout world.—News head-line. Now for the antitocsin.—*Norfolk Virginian-Pilot.*

Some of the small nations seem bent on exercising their privilege of self-extermination.—*New York Evening Mail.*

One difference between Bolshevism and Americanism is that Bolshevism doesn't tolerate alien disturbers.—*Toledo News-Bee.*

Mr. Gompers says labor faces a year of "solemn portent." Which, being translated, means hard work.—*Charleston News and Courier.*

Bradstreet's says: "Commodity prices have fallen 40 per cent." It's too bad the people we buy from don't seem to know it.—*Forbes* (*New York*).

The pen is mighty, as we know from the old proverb. But the trouble is in getting the coal-profiteers inside of it.—*Minneapolis Non-Partizan Leader.*

One thing that worries us about this idea of revising and amending the Peace Treaty is the hearty approval it is receiving from Count Bernstorff.—*Milwaukee Sentinel.*

And now the nebula Drier, in the constellation Cetus, is speeding away from the earth at the rate of 1,250 miles a second. What has it against us?—*Omaha World-Herald.*

Mr. Chesterton's suggestion that the inevitable be abolished would find additional favor if he made it plain that he regarded taxes as inevitable.—*Boston Transcript.*

"Why do they call it idle curiosity when it's pretty close to the one thing never idle?" asks the Marion *Star*. We wonder whether the proprietor wrote that.—*Detroit Free Press.*

A flywheel in Rochester burst loose, flew thirty rods over three houses, and smashed into a Miss Ewell's dining-room, but Miss Ewell was in the kitchen and escaped injury. What a lesson to the women folks!—*New York Call.*

THE WHOLE NATION ON ABRAHAM LINCOLN'S BIRTHDAY WORKING UNITEDLY FOR CHILD RELIEF

NEXT TO HIS GREAT PASSION for preserving unbroken the Union of all the States which together made up his beloved country, the characteristic we love best to remember in Abraham Lincoln was his tender love for the little children. To-day, if his spirit is here as the united nation celebrates his birthday, it must be that he will find his greatest joy in seeing how all the States, both North and South, are joined in singleness of devotion and effort in raising thirty-three millions of dollars for the ministry of love to three and a half million little children whose appeal of suffering has found such hearty response in every part of America.

Last week we told how the organized work for the Child-Feeding Fund was being developed in all the States and how the local committees everywhere were pushing eagerly toward the completion of their quotas. It is possible now to report more definitely what some of these States are accomplishing. Kentucky, with a quota of $110,000, has already reported $100,000. Michigan, starting with splendid impetus toward its goal of $666,000, has swept far beyond and raised, already, $850,000 and is still going strong. The State of Delaware has secured its total allotment of $150,000. The District of Columbia, with the same quota, has exceeded that amount. Minnesota undertook to raise $500,000 and has already collected more than $450,000. Oregon is leaving its quota of $200,000 behind in its onward march and, as we write, has passed $239,000. The little State of Rhode Island has already secured $210,000 of its appointed total of $225,000. Far in the Northwest, the great State of Washington, with $225,000 as its aim, has reached that sum and is persisting in its splendid work.

Virginia, the Old Dominion, ever to the front in good work, is completing its organization and has as its goal $200,000. In a single day the city of Norfolk raised $40,000. With like enthusiasm, Indiana and Maryland began their campaigns, the one with $80,000, and the other with $85,000, the very first day. Wisconsin has already turned in $439,000, and probably before this issue of THE LITERARY DIGEST goes to press it will have gone beyond its quota of $450,000. North Carolina has already exceeded its allotted sum of $125,000. Illinois, whose State-wide organization has only recently got fully under way, has reported close to half a million dollars. Ohio, with an allotment something like two million dollars, has passed the million mark, altho the State has not yet completed its organization in all the towns and counties.

The chairman of the Iowa committee writes us that, while their organization is not yet completed, they are receiving several thousand dollars a day. This will be largely increased when all counties are organized. From California several thousand dollars have been received direct within the past few days, including $311.70 from the Westinghouse employees of the Los Angeles district, $465 from the guests of Hotel Leighton, Los Angeles, and others. The names and addresses of the treasurers for North California and South California will be found on page 17 of last week's issue. New York State is still piling up its total, and Rochester, which already has done so much, is still going strong, another check for $2,010.56 having just been received from the Rochester *Times-Union* to be added to the amounts it has previously collected from the people of that city. The letter containing the check says: "Contributions are still coming in, and no doubt we will send you considerably more money before the campaign closes."

In New Jersey, men, women, and children are working days and nights to reach quickly the State quota of $700,000, and one little city, Montclair, with only 30,000 population, has already turned in $65,000, more than two dollars per capita, while from Camden has come a contribution of $100,000 from one man. Other towns and cities in New Jersey have reported more than one dollar per capita, and the great cities in the State are yet to be heard from. Massachusetts, aiming at a million, is close to nine hundred thousand. The far-away Hawaiian Islands have turned in $36,000, while, in the same mail, $7,800 came from ice-bound and snow-bound Alaska, and with it the encouraging promise that Alaska can be counted on for a great deal more.

This week the Y. W. C. A. has begun its drive throughout the United States and is selling meals in its caffettieras everywhere for the benefit of the Child-Feeding Fund. The result promises to be large. The American Railway Express Company, as we write, reports that it has placed posters on all delivery wagons and in all offices. Within twenty-four hours after the posters appeared on the wagons in New York City $900 of contributions was received in the mails.

Many smaller communities which have previously sent generous contributions are repeating their efforts and sending additional sums. "Seneca Falls, N. Y., will go over the top with more than $5,000," writes A. J. Frantz, the local treasurer. "We are trying to overcome the inertia of some of the neighboring villages and get them to work for the children. Some of us expect to go to ——, six miles south from here and wake them up." And so the enthusiasm is spreading by the work of missionaries for the Fund. The Moline (Ill.) *Daily Dispatch* sends its fifth check, making a total of $2,166.90, for money contributed by the people through that paper. The City National Bank of Evanston, Ill., sends $3,193.92 raised by the Evanston *News-Index*. From the Y. M. C. A. of the College of Emporia, Kansas, comes a draft of $2,024.27 contributed by "Every age and class, from that of a seventy-year-old man who is going without breakfast to pay his share, to those of several hundred school children who brought their pennies, nickels, and dimes to aid other little kiddies across the sea. One little girl earned three dollars by making and selling corsage bouquets." And they all "feel very happy to have done something for the starving children." Another town that has found "great pleasure in having a part" in this work is Redwood City, Cal., which sent, as its first contribution, $1,670.69 made up by the churches, high school, Women's Club, Masonic Lodge, and Red Cross Chapter of this small city of four thousand people; and more will follow.

The churches and Sunday-schools of all denominations throughout the country have continued to give royally, hundreds of them turning in over a thousand dollars each, and many of them several thousand each. The pastor of the Haxtun (Col.) M. E. Community Church writes: "The Sunday-schools of Haxtun sent in an offering of $212.23. We felt pretty good about this, after comparing ourselves with other communities much larger, but when I discovered that the Fund had not been fully subscribed, I immediately took steps to have our Sunday-school take up a second offering. This met with even better success than the first, and I enclose check for $371.80 as the second offering of the Sunday-school of Haxtun." Other pastors write: "May the Father of Mercies prosper your Christ-like work of saving human lives"; "May your humanitarian efforts be crowned with the highest success"; "I have never in my lifetime seen or known of a more genuine expression of real Christian generosity than in the gathering of these gifts"; "In spite of business conditions being what they are, I have never found people so willing to give." These sentences from a few churches' letters are typical of hundreds.

Great-hearted men and women in communities which are not yet organized are urged to take the matter up themselves, at once, and form a local committee for this emergency work. Communicate with the State Chairman or Treasurer, or if that is impossible, write for instructions and literature to the European Relief Council, 42 Broadway, New York City.

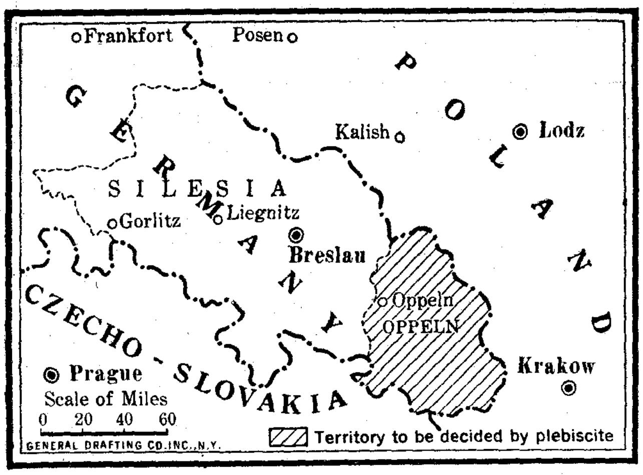
Make no more checks or money orders payable to "The Literary Digest" Child-Feeding Fund, and send no more contributions to us direct, but send them to the State Treasurers, whose names and addresses were printed for the second time on page 17 of THE LITERARY DIGEST last week. We urge all our readers to keep up the good work and cooperate to the fullest degree with the local organizations throughout the country until the entire $33,000,000 is raised.

FOREIGN - COMMENT

WHERE GERMANY AND POLAND CLASH

NEITHER GERMANY NOR POLAND is ready to acquiesce in the results of the plebiscite beginning March 13 in Upper Silesia, it is said, and whatever the outcome, the Paris Socialist *L'Humanité* doubts if war can be avoided, for Upper Silesia is a considerable state, "industrially of great wealth, and is greedily longed for by both the neighboring capitalist countries." Pan-Germans and Pan-Poles are waging "a furious campaign," while the working population is equally irritated by both parties. The Polish leader Korvanty is no less objectionable than the German Plebiscite Commission, in the view of *L'Humanité*, while a special correspondent of the Manchester *Guardian* in Germany pictures Upper Silesia as "a battle-field" where most of the fighting is done by two big armies of "spies, agents, and propagandists" altho occasionally "physical force and intimidation are used as well," and this informant tells us further that—

> "Both pro-Poles and pro-Germans are either armed or able to obtain arms whenever they want them. Dr. Escherich, organizer of the Bavarian Einwohnerwehr and head of the Austro-German Orgesch, visited Kattowitz, for the Orgesch has its units in Upper Silesia as well as in the rest of Germany. Stores of German arms are being discovered continually. Polish arms are more difficult to find, for most of them are probably kept in Poland, just across the frontier. The leader of the Polish faction is Korvanty, the former Reichstag deputy. He is one of the cleverest agitators, propagandists, and organizers living. There is not a German in Upper Silesia worthy to be his rival.
>
> "The number of Upper Silesian newspapers printed in German or in Polish or sometimes even in both languages is enormous. Kattowitz, a town with about 70,000 inhabitants, has more than forty newspapers, most of them without advertisements and with few subscribers. To say that all these forty odd papers are propagandist organs in the pay of either faction (or perhaps even of both) would probably be an exaggeration, but to say that none of them are propagandist organs would certainly be an exaggeration very much greater. There is no doubt that many of them are willing to sell themselves to the highest bidder. All the Upper Silesian papers are fond of working with incriminating documents, whether forged or genuine, documents of the kind reproduced in the German White book—plans of campaign for secret armies, sales and purchases of arms and munitions, lists of persons corruptible or corrupted, accounts of money spent on rewards or bribes. In Upper Silesia one can never be sure whether any official or journalist has not been bought either by Germans or Poles."



WHERE A NEW WAR MAY START.

War between Germany and Poland is possible over the result of the coming plebiscite in Upper Silesia, where 1,169,000 of the 2,000,000 inhabitants speak Polish and 883,000 speak both Polish and German.

The political war is being waged to capture the vote of the masses of Upper Silesia, who are "primitive, superstitious, excitable, and intensely ignorant," the *Guardian's* correspondent avers, and they are to vote for Germany or for Poland, and to "decide the allegiance of one of the greatest industrial and mining areas in the world, to distinguish between truth and falsehood, amid a pandemonium of outrageous lying, a cess-pool of vile corruption, and an inferno of brutal intimidation." It can only be by the "most fortunate and unlikely of accidents" that the result of the plebiscite will in any way correspond with the real interests of the Upper Silesians themselves, and we read:

> "Poland has no right whatever to the province. And yet Germany, or rather Prussia, by the injustice with which she has treated the miserable, poverty-stricken Upper Silesian masses and the savagery with which she has suppressed their foolish, hopeless, and despairing attempts to win by insurrection what more advanced people have won by gradual, united, and intelligent action—Prussia by all these things has forfeited all right over the province to which she owes so much of her material wealth.
>
> "Had Upper Silesia been treated fairly during the last few decades there would never have been an Upper Silesian problem, and the plebiscite would have been as favorable to Germany as the plebiscite in East Prussia. But the province was never treated fairly, and the plebiscite has given Poland a chance to exploit this unfair treatment. It is not love of Poland so much as hatred of Prussia that is serving the Poles so well.
>
> "It is certain that the Upper Silesians will be worse off under Polish rule than they have been under German. But the Upper Silesian masses are too primitive to understand this, and only the immediate appeal and the immediate grievance move them."

That the loss of Upper Silesia will be an "enormous calamity for Germany," and "no enormous gain for Poland," is equally certain, according to the *Guardian's* investigator, who points out that "if the greatest mischief has been done by Germany herself by estranging and embittering an entire population, then the second greatest mischief was done at Versailles when the plebiscite was allowed, for the plebiscite has left over 2,000,000 of simple, primitive folk at the mercy of irresponsible agitators who are doing all they can in the way of corruption and provocation." A Warsaw correspondent of the *Echo de Paris* reports that the Interallied Plebiscite Commission has published the terms for the plebiscite, which he summarizes as follows:

> "The right to vote is allowed to the inhabitants and the natives of Upper Silesia. It is to be noted that the present inhabitants who were born out of the country and who settled in it less than sixteen years ago have not the right to vote. On the other hand, persons who were domiciled in Upper Silesia and later were expelled by the German authorities have a right to vote."

Census figures show that of the 2,000,000 inhabitants of Upper Silesia, 1,169,000 speak a Polish dialect as their mother tongue, while 883,000 speak both Polish and German, we read in the *Gazette de Lausanne*, and the number of outside voters from Germany is estimated at 300,000. The religion of the country is Catholic, so that both in language and religion the country has more affinity with Poland than with Germany, but—

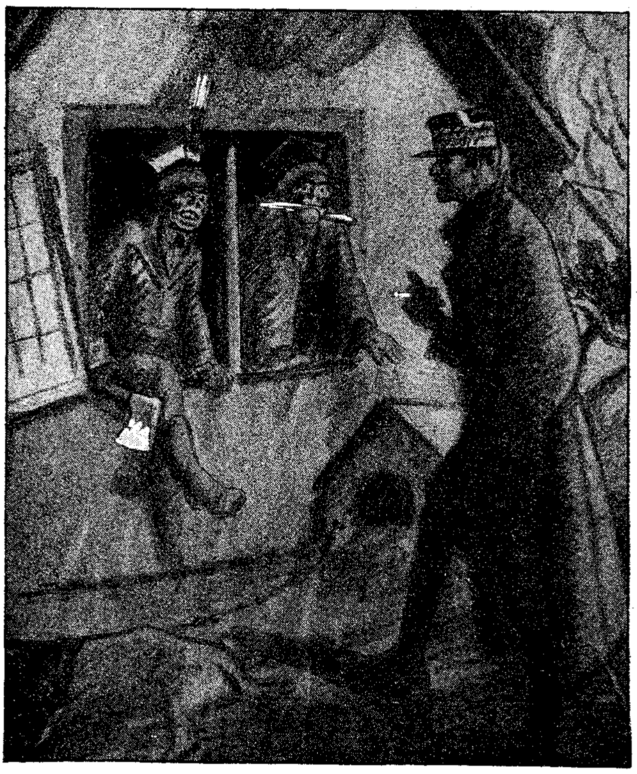
> "For more than seven centuries, that is, since 1163, Upper Silesia has not belonged to Poland, and thus is bound neither by cultural, economic, nor social ties to Poland. The electric lights in every peasant's cottage, the modern canal system, the

baths in workmen's houses, and the great industries are all the result of German energy and organization, as is also the advanced German social legislation. In the Treaty of Versailles also some find a strong argument in favor of Germany, inasmuch as it imposes on that country the discontinuance of compulsory military service, which is still effective in Poland."

The well-known French political writer, "Pertinax," recalls in *L'Echo de Paris* that the plebiscite is due to the demands of the Germans, for Upper Silesia, with its indisputable majority of Polish population, was originally assigned to the state of Warsaw in the plan of the Treaty submitted to the Germans on May 7, 1919. The German delegates protested and Premier Lloyd George took their part, with the result that Article 88 of the Versailles Treaty stipulates that a plebiscite be held in ten different administrative districts of various orders in Upper Silesia, and thus the lot of the country shall be determined. The reasons for this amendment were two, according to "Pertinax":

"First, the cities of Upper Silesia, where the population is of greater cultivation, are preponderantly German. Secondly, Upper Silesia is one of the great appanages of German industry. In 1918 Upper Silesian coal totaled 23 per cent. of the entire German coal-production, let us say 43,000,000 tons, and the reserves under the soil as deep down as a thousand meters are estimated at sixty milliards of tons. 'If you wish Germany to pay her indemnity,' the word began to be spread at this time, 'you must let her have Upper Silesia.' And it was added in a lower voice: 'Even if the self-determination of nations is impaired.' The book of Mr. Keynes is full of this kind of talk. For more than a year German Nationalism has clutched at the prey it is afraid to lose, at this territory which was conquered by Frederick II. in 1740-41, and which permits Germany to encircle Bohemia and to dominate the Danubian countries."

In the *Frankfurter Zeitung* Dr. Bernhard Dernburg upsets the trite maxim that "there is no sentiment in business" by appealing to the world to back Germany in her effort to hold Upper Silesia, because "they who help the Germans to hold Upper Silesia serve not only Germany but the united reconstructive effort of the world." At the same time, he urges his compatriots to remember that they have a mission in trying to hold on to Upper Silesia, for so they will be protecting their brothers in that land and working good to the whole civilized world.



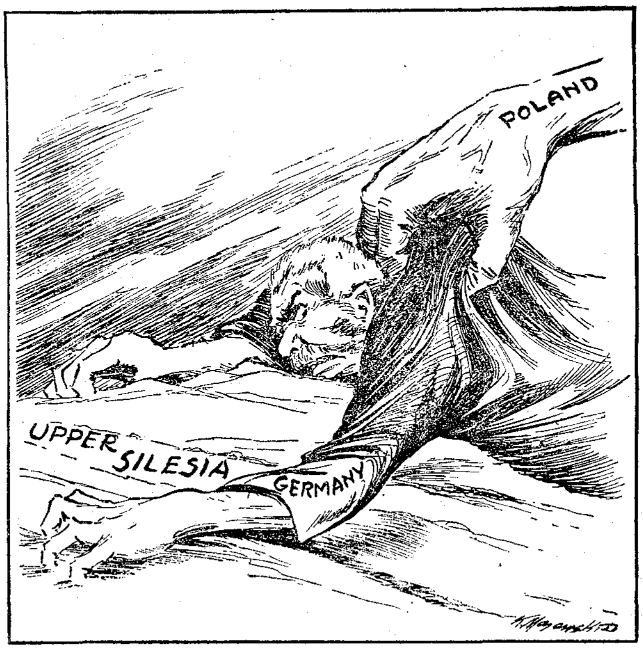
A GERMAN VIEW OF UPPER SILESIA.

INTER-ALLIED OFFICER (to Poles)—"So you've canceled some more German votes, have you?"

—*Simplicissimus* (Munich).

WHAT BOLSHEVISM HOPES FROM ISLAM

SKIRTING THE BOLSHEVIK ABYSS the Turks see only the realization of their dreams of extending Islam, and not the danger they incur, writes a Constantinople correspondent of the *Journal de Genève*, who nervously advises the Western Powers that soon the Bolshevik armies will break the feeble barriers offered by the Kemalist troops, and after a semblance of diplomatic *pourparlers* will set out for the conquest of the Moslem world. His apprehension is also voiced by other correspondents in the French press who urge that the Premiers of the Allied Powers wake up and take notice of Bolshevik machinations instead of spending so much time over their individual conflicts in Asia Minor. In the Paris *Gaulois* this counsel is urged with the supporting argument of a speech delivered by the Bolshevik leader Zinovieff at the Congress of Baku, in which he said that altho "infantile communism" is all the Russians can expect from Moslem countries, which are the poorest soil for their propaganda, yet there are two capital reasons why Soviet Russia should bring its heaviest batteries of gold and propaganda to bear on Islam. The first is that the Russian Bolsheviki and the Moslems have a common antagonism to the Allies, either because of Allied "brutal iniquity" or because of their tyrannical colonial systems, as, for instance, in India and in Egypt. The second reason is that through lack of Russia as a vast trade outlet, the commerce and industry of the Allies are paralyzed, and to make good better the Russian Bolsheviki should strike the Allies next in their dominions and colonies. When Morocco, Algeria, Tunis, Egypt, and India rise in revolution, according to Mr. Zinovieff, and the shops and warehouses of all capitalist countries close their doors, then will strike the hour of universal Bolshevism. Another Russian leader, who is unnamed, gave the *Gaulois* correspondent an outline of the Bolshevik procedure in this matter as follows:



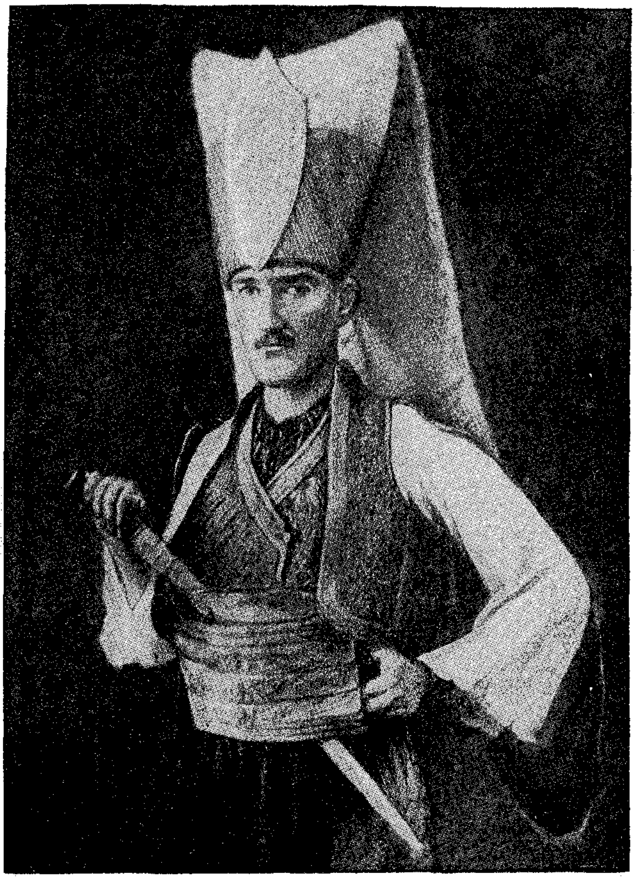
AS POLAND SEES UPPER SILESIA.

Grabbing the German land-grabber.

—*Dziennik Zwiazkowy* (Chicago).

"Foreseeing our aims, England sent her expeditionary force to Bagdad at enormous financial sacrifice shortly before the end of the war. She wanted to bar the way to the Persian Gulf against us. She succeeded then, but this time she will fail because we work with a different kind of weapon, and one she can not match, namely, propaganda. Through the Caucasus, Azerbaijan, Daghestan, which are already in our power, through

Persia, which will be ours after the British evacuation, Anatolia, which is ours, thanks to the mistakes of the French, we shall gain Mesopotamia and through it Bassora. Thus we shall have the trade outlet we need, as the ports of the Baltic are under surveillance, and Constantinople can not serve us greatly for this purpose, even when we occupy it, because of the Anglo-French fleets of the Mediterranean. Through possession of Bassora we shall spread into Asia, and particularly into China—which will become the reservoir of our military forces."



From "L'Illustrazione," Milan.

MUSTAFA KEMAL PASHA,

Leader of the Turkish Nationalists and head of the Government of Angora, whose good graces the Russian Bolsheviki seek to secure. This portrait, by Fabio Maurener, shows Mustafa Kemal in the costume of the ancient Ottoman mercenaries.

The *Gaulois* correspondent thinks, however, that a happy decision of the Allied Powers to win Kemal's friendship might spoil the Bolshevik plans, and—

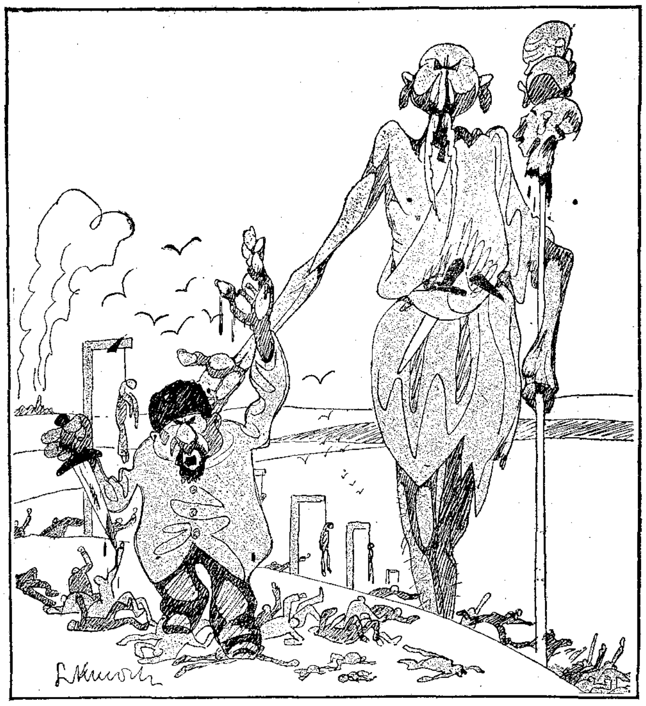
"If we bring him over to our side, then from the Caucasus to Persia the followers of the Green flag will rid themselves of the yoke that the 'Reds' would be impotent to maintain through force. This would mean the collapse of their projects. . . . The peace conditions of the Kemalists are reasonable, and instead of losing time by disputes among themselves on questions of influence or concessions—which, tho interesting in themselves, fade before the world-wide Bolshevik menace—the Allied Premiers should recognize its presence with calculation."

A more cheerful report from the Allied standpoint is presented by a Constantinpole correspondent of the Paris *Temps*, who thinks that Azerbaijan may be soon rid of the Bolshevik régime, for the commissaries and the "Red" Army see their ranks diminished day by day because of incessant desertions. The soldiers say they are tired of "attacks, uprisings, and riots which are of continual occurrence among the Moslem population, who hate the Russian Bolsheviki." This informant tells us further that among the contingents attacking the Bolsheviki there are many mountaineers from Daghestan, Persians, Georgians, and even Armenians, which proves that "the masses of the entire Caucasus are aware of the danger that threatens them."

CAN THE HAPSBURGS COME BACK?

AMID AUSTRIA'S MISERY and the confusion of proposals for her rehabilitation, it seems tragically comical to some that the restoration of the Hapsburg dynasty should be suggested as the surest means of the country's salvation. Yet this "Utopian proposition" is ardently advanced by Austrians of intelligence and influence, among the most notable of whom perhaps is an eminent historian, Professor Theodor von Sosnosky, who actually insists that the future welfare not only of Austria, but also of Hungary, Czecho-Slovakia, Roumania, and Jugo-Slavia depends upon the reconstruction of the old monarchy on a Federal basis. Professor Sosnosky outlines his project in the London *Morning Post*, which politely disclaims editorial responsibility for his prepossessions, and he frankly admits that the revival of the Hapsburg Empire could only occur with the support of England and France. By way of making such a prospect more inviting to these countries, he says the realization of it would, once and for all, do away with any possibility of Austria's junction with Germany. He himself is of the Austrian group opposed to junction with Germany, because that way lie "geographical, historical, and economic obstacles"; but a revived Hapsburgian Austria, to his mind, would not only be better for Austria herself, but also "for the other countries in Europe." To make clear the feasibility of his plan, he sets out to show how Czecho-Slovakia, Jugo-Slavia, Roumania, and Hungary as war-born states can not properly survive, and he argues:

"Just as Austria must feel at every juncture that she is but a limbless trunk, so they must recognize that they are only trunkless limbs, even if they do not wish to admit it. Already Czecho-Slovakia is seething and fermenting in a manner most threatening, while Mr. Masaryk, the uncrowned king of the Czechs and formerly the prompter of President Wilson, is sitting on a volcano and must be prepared at any moment to be blown into the air. The matter can not be otherwise, for never yet has a state been called into existence with such unheard-of violent disregard of geographical and ethnographical conditions. Only the unexampled ignorance of these conditions shown by President Wilson, who allowed himself to be swayed by the entirely one-sided whispered admonitions of Mr. Masaryk, could



TAMERLANE REASSURES ASIA.

"Countries of the Near East and Far, let me present Mr. Trotzky, the only military commander worthy of the name since my day."
—*Die Muskete* (Vienna).

ave brought into existence such a monstrosity as the Czecho-lovak kingdom of to-day. No one agitated more against the nnatural composition of the old monarchy, no one laid greater tress on the principles of nationality than the Czechs. But hat have they themselves created? A state in which, together ith barely 7,000,000 Czechs, must live 3,500,000 Germans, ,000,000 Slovaks, 1,000,000 Magyars, and 500,000 Poles and krainians; a state in which the rulers, the Czechs, form only ust one-half of the entire population and are only able to main-ain themselves at the helm by the most brutal terrorism."

Turning to Jugo-Slavia, this historian of single-track tendency nds an equally gloomy prospect, for the "age-old fanatical atred between the Catholic Croats and the Orthodox Serbs as only, of necessity, been whitewashed over by their common an-Slavism, and since this whitewash is beginning to fade way, the rift between them is sure to appear very soon." A ermanent powerful coexistence of these two races "appears bsolutely impossible." Just as bad, in the judgment of the rofessor, is the case of Roumania, "so enormously extended y the Treaty of Neuilly," and which already contains the eds of internal dissensions, for the 1,500,000 Magyars and the 0,000 Germans among her population "form too large a inority for her to be able to absorb entirely, and the compo-nt parts of this minority will never cease to attempt to work ith their compatriots in Hungary." As regards Hungary, we e told that she is in much the same position as Austria, "a nbless trunk whose severed arteries are anxiously demanding union with the limbs from which they have been torn," and ofessor Sosnosky outlines his project as follows:

"In this way the old monarchy might be revived, only, of urse, in a shape quite different from the old one. It would absurd to state anything definite as to its shape, but the new stria might appear very similar to that picture of the future ich the gifted Hungarian-Roumanian, Aurel C. Popovici, once ew in his work, 'The United State of Greater Austria,' as the litical ideal most worth arriving at, viz., the Hapsburg Em-e, *i.e.*, a Federal state, on the basis of national autonomy, ulated solely in accordance with ethnographical standpoints, torical traditions being eliminated. The new Austria would n consist of Austria in the narrower sense of the term, the gdom of Hungary, the kingdom of Bohemia, the kingdom Illyria as the remainder of the existing Jugo-Serb kingdom er the Serbs have been eliminated, and also of the Grand chy of Transylvania. At the head of this realm would stand Emperor of Austria, who would be at the same time King of ngary, of Illyria, of Bohemia, and Grand Duke of Transyl-ia. That this emperor would be a member of the House of psburg is obvious, because that would be the ancestral nasty of all these states."

t does occur to Professor Sosnosky that objections may be sed to the "Utopian" nature of his proposal, "for the very son that in the Austria of to-day, as well as in the other dis-ts formerly part of the old monarchy, with the exception of ngary, no one desires the return of the Hapsburgs." But s alleged hatred, he tells us, is an artificial suggestion made the one hand by the Social Democrats and on the other by Pan-Germans in order to establish "a 'Red' republic and nction with Germany." Because of the impotence of Austria day and the weakness of the other new states and their endence on the ruins of the monarchy, we read that—

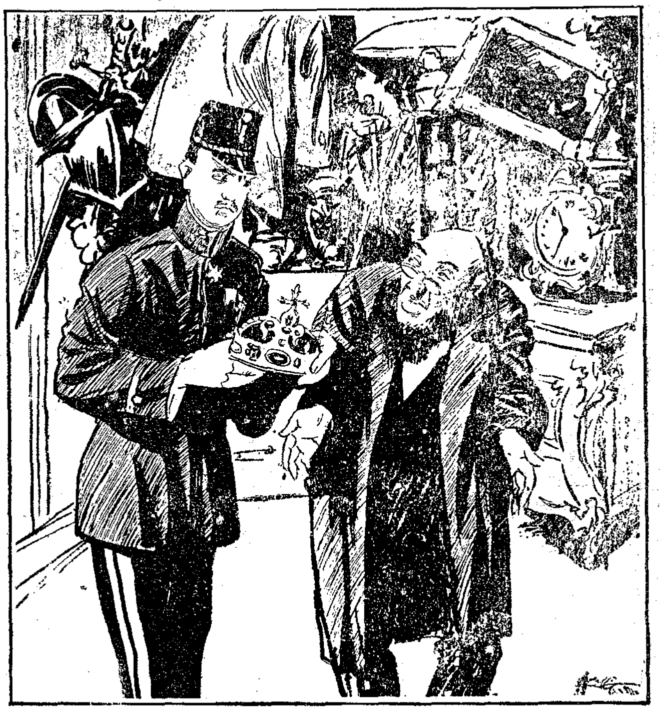
'This revival of the Hapsburg Empire could only take place h the support of the two paramount world Powers, England France, who should have every reason to take this solution he Austrian problem in hand as quickly as possible.

Natural political ideas can not be destroyed, as Poland has wn, who, after having been thrice torn asunder, has arisen n after a sleep of more than a hundred years.

That, too, will be Austria's fate, for the conception of an trian state is a natural one, and it was the greatest political der ever committed by diplomats to smash the Hapsburg pire. Now it will have to be built up again. The famous ng of the Czech, Palacky, 'If Austria did not already exist should have to create it,' was no empty commonplace, but utterance of ripe political wisdom."

INDIA'S NEW RÉGIME

ONE OF THE BIGGEST EXPERIMENTS ever made in government came into effect in India with the inauguration of the Reform Act in the early days of the year, and the fond hope of Englishmen is that with its operation India will learn to "govern her own house successfully." The workings of the new Act are touched upon by a contributor to the Belfast *Northern Whig*, who reminds us that in India there are eight provinces, each as large as Great Britain and having populations of from 20,000,000 to 40,000,000. Each of these provinces is to have a Parliament in which the large majority of the members will be Indians, and there will be in addition an Imperial Parliament, for the whole of India, in which the majority also will be Indians. The *Northern Whig's* contributor would have more confidence in the Act if the electorate were larger, but only one in forty of the millions in British India will be on the voters' list, and this is a serious matter, yet "no other way seems possible in a land where only one man in ten can read." As the result of the limited number of eligible voters control will pass to the hands of the Brahman oligarchy, and "whether that will improve the lot of the common people remains to be seen."



LOW RATE OF THE AUSTRIAN CROWN.

SECOND-HAND MAN TO EX-KAISER KARL—"No, I can't give you anything for it. That kind of headgear is out of fashion for good. But if you have an old shirt we can do business."

—*Hvepsen* (Christiania).

The make-up of the Indian parliaments and their course of procedure are described as follows:

"The Imperial Assembly is to consist of one hundred members, seventy of these being elected at the ballot-boxes, while the remaining thirty are to be nominated by the Anglo-Indian Government. Of these thirty ten are appointed to look after the interests of the low castes, and may be of either race. . . . . . .

"The system under which the provincial assemblies will function is somewhat complicated. Certain departments of administration, such as education, public health, etc., are designated as transferred subjects, and will be under the control of a Governor, who may be an Indian, along with two Indians, described as Ministers. For the present other departments are reserved, and will be under the control of the Governor of the province in council with two other officials, one of whom will be a European and the other an Indian. At the end of ten years a commission will be appointed to consider if the time has come to increase the number of transferred subjects. When there are no reserved subjects left India will have been endowed with complete provincial self-government."

SCIENCE - AND - INVENTION

CHEMICAL DISARMAMENT

GERMANY IS STILL *UBER ALLES* in dye-production. Everybody who is interested in dyestuffs is concerned about this. The Allied nations are legislating about it, yet few realize that the balance and control of the dye industry is an essential factor in world disarmament. Dye-factories are chemical plants, and to turn their production from dyes to explosives and poison-gas is the work of a very brief period. V. Lefebure, formerly British liaison officer with the French forces, makes the assertion, in an article contributed to *Chemical and Metallurgical Engineering* (New York), that "chemical disarmament is the crux of all disarmament." All the more is this so because we can not disarm chemically by destruction. Guns may be broken up and forts dismantled, but we can not destroy chemical industry, because it is essential to the arts of peace. In this case, Mr. Lefebure asserts, we must disarm by preventing monopoly. Distribute the chemical industries uniformly over the world, instead of concentrating them in Germany, and a menace to world peace will be removed. He believes that the Versailles Treaty contains the machinery for doing this very thing. He says:

"The League of Nations has instituted a definite commission to consider the question of world disarmament. A brief analysis reveals the fact that disarmament must cover three essential factors in warfare—the combatants, mechanical types of armament, and war-chemicals.

"Chemical armament, very generally, represents the actual death-dealing constituents of projectiles. This must, however, be qualified by the statement that the new type of chemical armament has become in some cases, and may increasingly become, independent of any special projectile. This is a most important item from the point of view of disarmament. It means that the limitation of projectiles may not carry with it limitation of the chemical weapon.

"How do normal disarmament schemes apply to the chemical type? This type of weapon covers, roughly, two classes—explosives and the so-called poison-gases. They have one common characteristic. This is their peace-time use. This refuses to any disarmament scheme the right to disarm in the simplest fashion—that is, by the total destruction of producing capacity. The world must have for normal development a large producing capacity for explosives and for the other types of chemical armament. Germany produced practically every ounce of her hundreds of thousands of tons of poison-gas in dye plants. The infinitely flexible, almost instantaneously converted dye plants are a logical means of production of all organic chemical weapons, including explosives.

"We must now stop to lay emphasis on a general principle. There are two methods of disarmament. In the first class you can disarm very simply by destroying all the means of production and preventing their renewed growth. In the second class, because the means of production—the factories—have a peace-time function, you can not disarm by destruction. How, then, can you disarm in this case?

"There is only one way—it is to insure that no one country possesses a monopoly in the means of production. The brightest and most telling war-chemical invention has no value for and no incidence upon warfare unless it can be produced rapidly and in quantity. Production is the key to its war-use. Let us examine very briefly, therefore, the world distribution of the means of production for this new type of weapon. Before the war Germany held the almost absolute monopoly of world organic chemical production. Through this monopoly she launched the poison-gas campaign, and for more than two years the Allied reply was relatively feeble. This was not due to Allied lack of invention, but to lack of producing capacity.

"During the war, however, for economic rather than military reasons, dye-producing industries sprang up in France, America, and England. Their development was relatively feeble, owin to numerous obvious reasons. From the point of view of ou argument this development left the world in the followin situation regarding organic chemical-producing capacity:

"The German dye industry, the source of her war-chemica production, was considerably strengthened. Other countric were left with promising but relatively feeble organic chemica resources which could not immediately, even under norma commercial conditions, hope to break the German monopoly In other words, altho for most types of armament the prewa balance in favor of Germany was decreased, yet for this one typ of chemical armament the German monopoly was strengthened.

We are, therefore, declares Mr. Lefebure, left in face of th following situation: For most types of armament the war ha led to a redistribution of producing capacity in the direction o an equilibrium. By diminishing this capacity and controllin and inspecting we may obtain international disarmamer but in chemical warfare, the final situation is just as remote fro equilibrium as before. The conclusion is obvious. The worl must have organic chemical-producing capacity, but it can no tolerate a monopoly held by those who so drastically abused it possession. There must be a redistribution before we can clai to have even approached disarmament. It would be farcic to proceed with general disarmament schemes and to leave th untouched. In other words, we must break the German monopoly. He continues:

"How can this be achieved? There are two main avenues o approach. The new-born dye industries of France, America and England, and if you wish, other countries, must be supported nationally through legislation and internationally throug some such organization as the League of Nations.

"In America and England legislation designed to protect th dye industry is before both countries. The issue is likely to b fought out on purely national grounds. This alone is entirel unsatisfactory. It must be realized by all concerned tha they are legislating on a matter which has infinitely mo than commercial significance. They are legislating on worl peace.

"Chemical disarmament is a matter which, unfortunately non-technical people do not fully understand. They think sufficient to issue an edict against the use of poison-gas, no realizing that this alone is absolutely futile as an effectiv measure. You can not prevent any discoveries in chemica warfare, because, unlike the development of mechanical invention, such chemical discoveries can occur, when directed by trained mind, with the mere use of a few pots, pans, beakers in any unguarded and unsuspected locality. The redistribution of producing capacity is therefore critical.

"Article 168 of the Treaty of Versailles provides for th restriction by the Allied and Associated Powers of the manufacture of war-material and of the approval of those Powe for the continued existence of factories and works for suc production in Germany. On these grounds it is logically possibl to limit seriously that capacity of the German dye industr which produced poison-gases during the war and may continu to do so. Article 169 provides for the surrender to the Allie and Associated Powers of any special plant intended for th manufacture of military material, except such as may be recognized as necessary for equipping the authorized strength of th German Army. The execution of this clause, if a proper interpretation of chemical armament be used, would imply th closing down of many of the German dye plants which produce those huge quantities of poison-gases during the war.

"We repeat that the crux of all disarmament is the redistribution of organic chemical capacity throughout the world. Th is, without any doubt, one of the most important measures no before the world, and, in addition, one of the few measures wit regard to which immediate action can be taken toward th stabilization of world peace."

MEASURING THE EMOTIONS

THE USE of the variable electric resistance of the human body to detect and record emotional disturbances is described in *Popular Science Monthly* (New York) by its English correspondent, P. J. Risdon. The resistance that the human system offers to the passage of an electric current varies according to the emotional condition of a subject. As mental disturbance increases, this resistance is reduced and permits of the passage of an increased current. Dr. A. D. Waller, the director of the physiological laboratory of the University of London, has applied the principle in an invention that actually measures the emotions and that should be of considerable value to medical men in diagnosing mental and nervous diseases. Says Mr. Risdon:

"The apparatus comprises a system of electric wiring connected with a galvanometer an instrument that measures variations in an electric current). A pair of aluminum disks wired up to the circuit is attached to the hand of the subiect, one being placed against he palm and the other on the ack of the hand and held in osition by rubber bands. Blotng-paper soaked in salt water s inserted between the disks and he hand to insure an unbroken ircuit. A number of switches nable the operator to vary the esistance in the circuit and he amount of current flowing.

"Now, the emotional reponse of different persons varies reatly, and, indeed, the reponse of any one person varies onsiderably according to the ime of day or night and to his or her health. Consequently the pparatus has to be calibrated or set so that at the commenceent of operations the bead of light [that serves as the index of he galvanometer] is at zero on the scale while the subject is perctly quiet and free from excitement and disturbing influences.

"I can not do better than relate here the tests to which Dr. Valler subjected me.

"Upon entering the laboratory, I noticed that the electrician's ands were badly scarred, and questioned him as to whether it as Dr. Waller's doing. He made a motion of his head in the ffirmative.

"I was seated in a comfortable armchair.

"'Compose yourself and smoke,' said the doctor.

"Meanwhile the electrodes were fastened on my left hand nd the instrument was calibrated until the spot of light was ationary at zero.

"Without the slightest warning, Dr. Waller then picked up pin about four inches long and made a lunge at my right hand ithout touching it. The bead of light moved right to the d of the scale and very slowly returned.

"Have you ever heard a Klaxon horn sounded in a laboratory? hat was what next happened, with the same result.

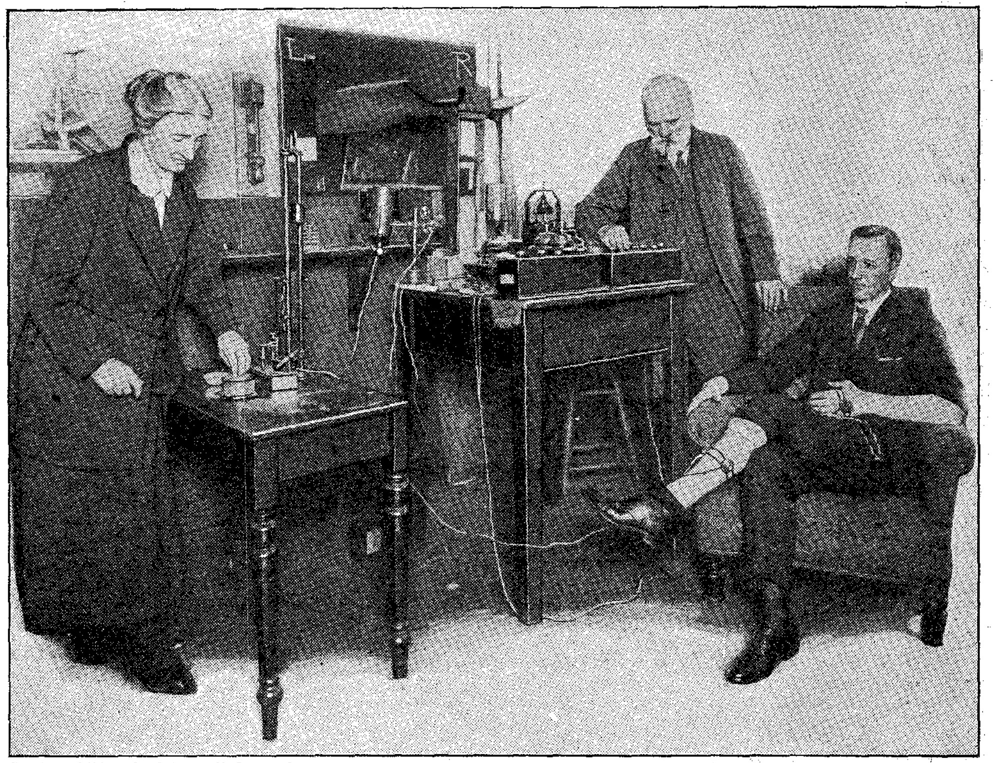
"Then Dr. Waller really did prick my hand with the pin; t the effect was less pronounced than when he pretended do so.

"Such is the sense of duty to one's editor, and so ready to ffer must a correspondent be, that I positively asked to be rned so as to record the effect. Twice Dr. Waller fumbled out with matches and sent up the bead of light. When he ally struck a match and actually applied it, the effect was uch less pronounced than that produced by anticipation of burn. In fact, the bead moved so little that some one ggested a red-hot poker, whereupon the bead completely appeared as I thought of the electrician's hands.

"I was then told to recompose myself. As the bead returned, a pungent odor, not infrequently encountered in laboratories, had the effect of sending it up the scale again.

"Dr. Waller next warned me that he was going behind to do something to me of which I had no conception. Knowing what had already been done, and what hadn't, and thinking of red-hot pokers and of the electrician's scarred hands, the spot of light traveled up that scale in a way that made me blush for shame when I felt my ear tickled after half a minute's suspense.

"The last of the experiments practised upon me consisted in first composing myself until the bead was steady at zero. I was told to think of something (other than red-hot pokers) which had been a cause of worry and anxiety. That was easy enough—the only difficulty was to keep back a crowd of thoughts. I began to wonder what the editor would think of my adventure, and the bead of light traveled out of sight and remained there until Dr. Waller broke the spell.



Courtesy of "Popular Science," New York.

HIS EMOTIONS ARE BEING MEASURED.

"So, an unpleasant taste, a feeling of nausea—indeed, almost anything that temporarily disturbs equanimity—is recorded.

"As a result of a great number of experiments, Dr. Waller concludes that, as a general rule, subject to some exceptions, anticipation produces a more powerful effect upon naval and military officers and members of the literary, artistic, and scientific professions, and that it is principally manual workers who respond to actual experiences more than to anticipation, which accords with most preconceived ideas upon the subject.

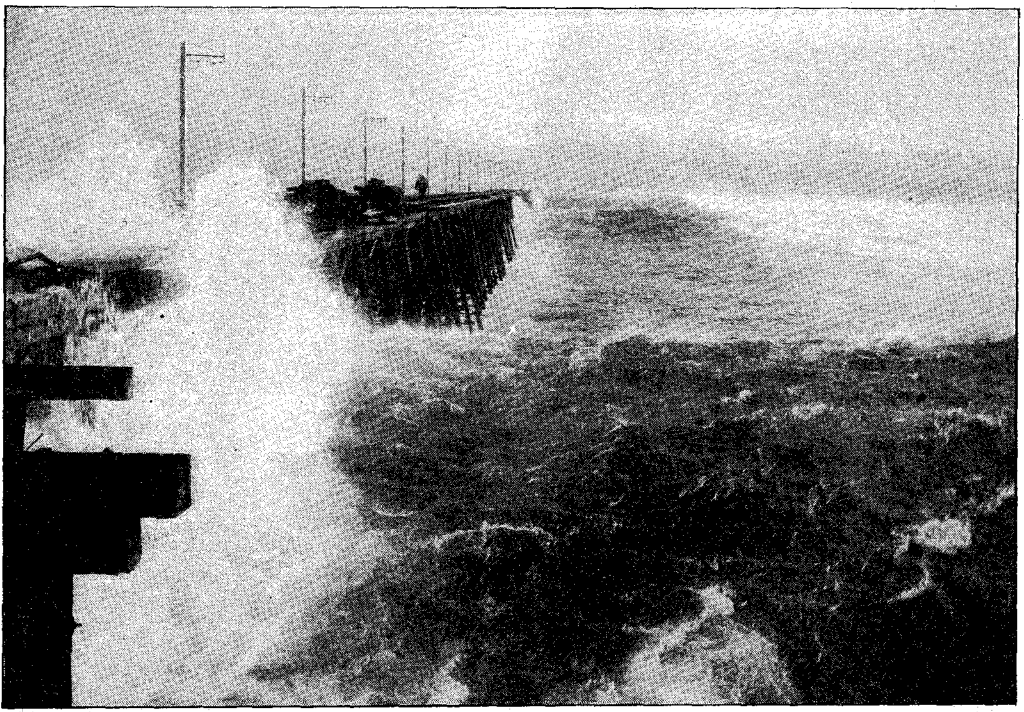
"An important point about the instrument is its calibration. When it is set to suit a certain person's temperament, the diagram of results obtained can not be directly compared with those obtained from another person for whom the instrument is differently calibrated. In other words, altho zero on the scale (where the bead of light is at rest) is always in the same position, that position does not represent the same degree of equanimity for each person who is tested.

"A curious fact in connection with the experiments is that they can be satisfactorily made only with electrodes or metal disks on the palms of the hands or the soles of the feet. Thus the electrodes may be on either side of one palm, or one may be on the palm of one hand and the other on the palm of the other hand.

"One of the strangest features is that the extent of the subject's emotions is recorded whether he be conscious of any emotion and whether he show any external sign of it or not. Indeed, pent-up emotion effectively concealed and controlled is indicated in a more pronounced manner than if relieved by weeping; and this applies equally to other controlled emotions."

FIGHTING BREAKERS WITH BUBBLES

THAT TROUBLED WATERS may be calmed with oil is well known. Philip Brasher does it with air-bubbles, discharged from a pipe beneath the waves. Each little globule of air does its part, and the combined action of the uprushing shower is to disorganize the wave and deprive it of its power to act as a battering-ram. Robert G. Skerrett, who writes in *The Compressed Air Magazine* (New York) of Mr. Brasher's "air breakwater," reminds us that practically no solid construction can be absolutely trusted to withstand the smashing force of breakers with a big storm behind them. They have dislodged and overturned gigantic blocks of stone and concrete. Structures of plank and piling they treat as so much kindling-wood. After narrating some sad instances of failures to fight the stormy seas with solid breakwaters, Mr. Skerrett tells how Mr. Brasher was led to think of his plan of air-bubble control by some untoward experiences of his own. We read:


Courtesy of "The Compressed Air Magazine," New York.

WAVES BATTERING THE PIER AT EL SUGUNDO BEFORE THE BUBBLES GOT BUSY.

"Bitter experience is responsible for much that we learn that is worth while; and Philip Brasher, a civil engineer, is indebted to hard luck for the lesson that led him to devise his so-called compress-air breakwater. To protect a business venture in which he and others were interested at Brighton Beach, New York, nineteen years ago, there was built a bulkhead to halt the threatening surf beating against the south shore of Long Island. One night, not long after the defense was finished, a storm smashed the structure, and in a few minutes ruined a work that represented an expenditure of $40,000. It was plain to Mr. Brasher that it would be a waste of money to again rely upon a rigid bulwark to stop great mobile masses of wind-impelled water. He felt that something radically different was needful.

"Having done his bit as a cow-puncher and an expert football coach, he knew that a runaway steer or a racing player could be best brought to earth by pulling his legs from under him.

"Somewhat in the manner of an inspiration the thought came to him suddenly, after he had pondered the subject for a while, that compress air injected into the body of a billow would serve this end. But before explaining the method finally adopted by this ingenious engineer let us consider the nature of a deep-water wave.

"Wave-motion, broadly speaking, is a transference of energy by vibration, and may or may not, according to the nature of the wave, induce an actual advance of the wave-mass. Therefore, we have waves of two sorts, those that merely rise and fall by reason of the oscillations of their constituent particles and those that tumble onward pounding violently with the force of their falling waters. The oscillatory wave is well exemplified in the case of a vigorously shaken blanket. The fabric ripples from the hands outward to the farther edge, deceiving the eye by the apparent translation of the material, but even so the blanket as a whole does not move on. In a kindred manner the surface of the sea is agitated in deep water without the substance of the ocean shifting its position.

"It is only when the oscillatory wave reaches shallow depths, where there is not beneath it an ample bed of supporting water, that the wave loses its balance, begins to tumble, and its whole mass is urged forward. At this stage, the oscillatory wave is changed into a wave of translation, popularly termed a breaker, and its descending body becomes a battering-ram capable of hammering more or less violently any rigid obstacle standing in its path.

"From the very start Mr. Brasher sought to attack storm-waves at a point well off shore, while they were rolling smoothly onward. He knew that he could not deal with the tremendous rush of bi breakers. And now for the method by which he dissipates the menacing wav by compress air. Just a in the case of the steer and the football-runner, his lin of attack is from below, and his tripping agency i a wall of rising air-bubble driven upward through th water along the line of leas resistance.

"As he explains: 'The direction of the motion of the water changed to such an extent that the continuity of the wave broken and it collapses. That is to say, every particle of wat going to make up a wave is acted upon by a body of air capabl of lifting it and retarding its forward motion. It follows, the that the water which should flow back to form a base or foundation for the next oncoming wave is so delayed that th succeeding wave, finding no support, curls over and breaks.'

"For the subaqueous distribution of his air Mr. Brash employs a perforated pipe laid athwart the line of advance of t seas to be dealt with. A basic patent was granted him in 190 after six years of research. In the course of that work established the fact that waves of great height could be brok up so that the remaining surge was incapable of doing injur

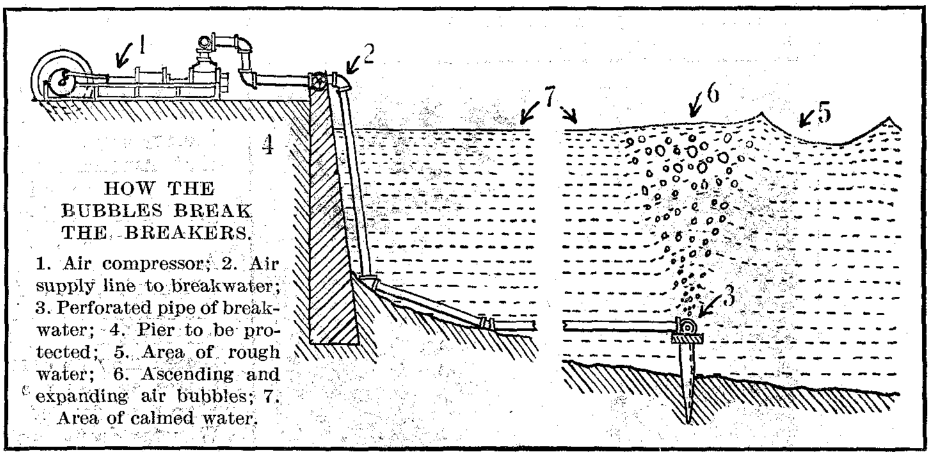
"In the summer of 1908 a fairly large plant was assembled Crotch Island, Maine, where the wharf of a quarry was exposed that boats could not be loaded when the wind w from the east. When put to a crucial test the waves we rolling in so high that they sent their spray flying over the to of the trees along the shore. Within fifteen minutes aft compress air was sent bubbling surfaceward, the water lyi inside of the breakwater was smooth enough for the superi tendent of the quarry to paddle about in a canoe!

"The fourth application of the system was for a very differe service. It was employed to shield the United States steamsh *Yankee* from the open sea while being salvaged. The p formance of the apparatus in that case is said to have b exceedingly helpful and, withal, quite remarkable."

The salvage of ships is more than ever a live question for t engineering fraternity, Mr. Skerrett notes. One of the great and most uncertain factors in floating a wrecked vessel is t state of the sea. Neither the craft nor divers can do their w effectively or safely when even a moderate sea is running, a this restricts operations and also determines the season of t year in which the salvage efforts can be pushed. And now for the most spectacular application of this type of sheltering barrier, which the writer narrates as follows:

"Some years ago one of America's biggest oil companies built a pier seaward for a distance of 4,100 feet at El Segundo, California—just north of San Pedro. In February, five years back, a storm demolished 2,000 feet of the outer section of the wharf, and there was the best of reasons for believing that the next heavy blow would sound the doom of the remaining 2,100 feet.

Mr. Brasher proposed a triple defense against storm-waves for that very exposed pier, which, up to that time, had been damaged to the extent of quite half a million dollars. But his plan was adopted only in part. As installed, the pneumatic breakwater was composed of an arclike arrangement of four-inch piping, having a length of 170 feet, resting on the seabed 145 feet out from the pierhead and, generally speaking, parallel with the front of the wharf.



HOW THE BUBBLES BREAK THE BREAKERS.

1. Air compressor; 2. Air supply line to breakwater; 3. Perforated pipe of breakwater; 4. Pier to be protected; 5. Area of rough water; 6. Ascending and expanding air bubbles; 7. Area of calmed water.

"To supplement the action of the outlying breakwater, two wing breakwaters were run on the seabed for 100 feet in line with the face of the pierhead, and projecting therefrom. Their function was to make a second attack upon any waves not effectually dealt with by the advance wall of air-bubbles. The whole equipment had not been in place long before it was subjected to a crucial test. In January of 1916 a violent gale struck the Pacific coast, doing an immense amount of damage to property. The waves ranged in height from 12 to 15 feet, and raced shoreward with menacing frequency. It was a kindred blow that had previously carried away 2,000 feet of the pier.

"For twenty-three hours the wind raged and the billows rolled onward as if they would shatter any and everything standing athwart their paths; and for the same period compressed air was fed continually into the perforated conduits of the pneumatic breakwater.

"From there on the waves traveled alongside and through the pilings without force enough to wrack those supports! The running of the compressors for the entire interval did not involve an expense of more than $60; and the dock came through the tempest unscathed.

"Of course, great depth of water, and the nature of the seabed combined therewith, may prohibit the placing of the breakwater mains on the bottom, and where such is the case Mr. Brasher has provided an alternative scheme wherein the discharging conduits are held suspended at a predetermined and fairly constant depth.

"The El Segundo installation, which did such excellent service early in 1916, and which was in a measure experimental, has since been replaced, after a year's trial, by an improved equipment costing $50,000 and capable of providing an air-wall totaling 700 feet in length. The advance section is 250 feet out from the pierhead and has a spread of 300 feet. At a point 250 feet in from the pierhead, and extending north and south from the wharf on each side for 100 feet, is a second bulwark; and 300 feet nearer the shore there is another transverse pneumatic breakwater of the same span. The object of these three air-barriers is not only to subdue oncoming waves, but likewise to break up the ground-swell, which often interferes with the loading and unloading of vessels exposed to it along the Pacific coast.

"Finally, showing the force of example, a foreign oil concern is reported to have under advisement the placing of an extensive air breakwater of the Brasher pattern at a point on the south coast of England, where the Atlantic has a free sweep during the prevalence of certain winds.

"It may be remarked that other interests in the British Isles are seriously studying this type of protective medium as a substitute for the conventional breakwater or jetty of stone and concrete.

"The world may yet have ample reason to rejoice that a shattered bulkhead, in 1901, set Mr. Brasher to pondering how smashing seas might be robbed of their destructive violence. Similarly, the pneumatic engineer should be gratified that the compressor can be relied upon to supply the needful disruptive energy."

WILL DEAFNESS PERSIST?

ARE THE DEAF to be a permanent element of the population? Dr. Best considers this question in his book entitled "The Deaf," and concludes that there is no indication that deafness will disappear from the human race within any time that we can measure. For general purposes, he groups the deaf into two broad classes: those whose hearing mechanism has been destroyed through accident or disease and those who were born deaf. A large proportion of the latter have some hereditary ear-defect, and their diminution must come through eugenical measures. Says the author of an article in *Good Health* (Battle Creek, Mich.):

"The census of 1910 reported 43,812 deaf persons in the United States, or a ratio of 476 per million of the population. From a comparison of the figures for the census of the three preceding decades, it becomes apparent that the proportion of adventitious deafness in relation to the total deafness is increasing. This means that it was formerly possible for a large number of children to have measles, scarlet-fever, meningitis, and other diseases without the distressing resulting deafness. In the light of the great advance along all lines of medical treatment during these decades, these figures are surprizing. Are they another indication of a decrease in the vital resistance of the American people?

"Congenital deafness comprises a little over one-third of the total amount of deafness. Follow-up investigations were conducted after the 1910 census. Of the 34,780 deaf persons who answered the questions sent out, 10,033, or 28.8 per cent., had deaf relations of some kind, and 8,170, or 2.5 per cent., had deaf brothers or sisters or ancestors. Among the congenitally deaf 40.1 per cent. had deaf brothers or sisters or ancestors, while 46.2 per cent. had deaf uncles, cousins, or other collateral kin. This analysis points unmistakably to defective germ-plasm as the source of this type of deafness.

"This problem of deaf relatives and their connection with congenital deafness is a very large one. Attention has thus far mainly been focused on the marriages of the deaf and the effect on the offspring. The marriage of two deaf persons has not resulted in as large a proportion of deaf children as the marriage of two persons belonging to the same strain one of whom is deaf and the other not deaf. This is explained by the fact that the defect may not be due to the same physical cause. Each parent makes good the defect of the other. In consanguineous marriages this is not done. Deafness being due to the same physical defect, marriage within the family tends to intensify the defect. Deaf-mutism as a hereditary strain has accordingly received the attention of the eugenist of late.

"In a study made of certain communities of Marthas Vineyard, marriage of relatives was found to result in 11 per cent. of deaf-mutes among the children. In 1880 there was a proportion of 1 to 25 of the whole population afflicted thus, and there has been practically no diminution in this proportion.

"It should be possible to reduce the proportion of the congenitally deaf as far as this depends on consanguineous marriage. Deaf persons are, as a rule, so keenly alive to their handicap that main reliance could be placed on propaganda in preference to legislation directed toward the decrease of this class of our population."

LETTERS - AND - ART

LITERATURE DRAMA MUSIC FINE-ARTS EDUCATION CULTURE

THE NEW "MOON-CALF" SCHOOL

"SMALL-TOWN STUFF" has been one of the outstanding characteristics of American literature of 1920. "Main Street," "Miss Lulu Bett," "The Moon-Calf" are the titles of the chief of these stories. The last of these furnished the New York *Tribune* reviewer with a category into which he could import another novel not exactly "small town," but, like the others, depicting the revolt of modern youth against established habits of life and what he regards as narrowness of vision. This "Moon-Calf" school leads *The Christian Science Monitor* to question whether "the fine and acceptable New England literary tradition" is passing. "Are the Middle West and the Far West to be the breeding-grounds of a racial American literature, *owing nothing to Europe, owing everything to the soil* and to the observation of the men and women who are building and making the cities of the Middle West and the Far West?" The school does not lack the big drum, and the wielders of the drum-stick are not conspicuous for Anglo-Saxon names. Attention is called to these facts by *The Christian Science Monitor:*

LULU BETT HUGGING THE SYMBOL OF LOVE.

"It is the poison of the 'duty' obsession," says Miss Gale in the New York *Tribune*, which keeps such women "so long browbeaten—whether wives or *Lulus*."

> "In this connection the publication in the London *Nation* of a supplement devoted to a symposium by five American critics 'On American Books' may be noted. The critics chosen to introduce literary America to literary England were J. E. Spingarn, Padraic Colum, H. L. Mencken, Morris H. Cohen, and Francis Hackett. The articles they wrote have since been published in book form. In reviewing this booklet, Prof. Brander Matthews remarked: 'No one of the five belongs to the forthputting Anglo-Saxon stock which made the energetic English language in its own image, etc.' To this Mr. Francis Hackett, 'one of the aliens,' made a spirited and not very conciliatory reply. It is not necessary to take sides in this literary guerrilla, or to weigh the arguments in Mr. H. L. Mencken's contention that the real literary capital of America is Chicago, but what is important is that American writers are asserting themselves, growing intensely interested in what they are doing, and some are beginning to question the long supremacy of the Eastern States.
>
> "In London, Vachel Lindsay, the poet, has been explaining America to Englishmen, and showing them 'what I call my map of America,' in which New England is rather unimportant and the Middle West, the Far West, and the great South very important. In fact, the literary event of the year that has just passed may be described as the buoyant revolt of the Western States against the literary supremacy of the Eastern States. Who shall decide? While the discussion was at its height Mrs. Wharton dropt into the field of contest her subtle, sensitive, and beautifully written 'The Age of Innocence.' Can the West match this? Why trouble? Why argue? America is large enough to hold them all. And it takes all sorts to make a world, as the author of 'Uncle Tom's Cabin' remarked."

The case is summarized without local prejudices by William Allen White, and so forcefully does he speak that Mr. Heywood Broun bows and hands over to him his "Books" column in the New York *Tribune*. Here Mr. White speculates on the curious fact that "the 'back to the farm' movement in literature and the theater has stopt at the country town." He puts it picturesquely thus:

> "It is as if we were trying to make it from Broadway to the earth in two jumps. And this first jump is manifest in the popularity of the Sinclair Lewis book, 'Main Street,' in Floyd Dell's 'Moon-Calf,' in Edgar Lee Masters's poems, and in Zona Gale's 'Miss Lulu Bett,' all having an earnestness of purpose and a common revulsion from the sex complex that has obsessed the world of letters in recent years.
>
> "'Main Street' stops at Gopher Prairie, Minn., to exhort humanity to a love of beauty for its own sake; 'Moon-Calf' cries out in Victory, Ill., passionately for justice, and 'Miss Lulu Bett,' of Portage, Wis., proclaims with poignant comedy the joy of woman in her new liberty. The old-fashioned 'hick' farce of reuben melodrama, which went to the country town to expound the beauties of the simple life and homely virtues, has no relation to these new expressions of small-town life. Small-town life is used to-day not to lure us 'Back to Mother's Knee,' but rather because small-town life is a plastic medium. It is used in the drama and the novel and free verse to tell big, necessary things with compelling, artistic vigor. And Zona Gale in 'Miss Lulu Bett' has led the 'back to the earth' movement. She has written a powerful play, a beautiful play, and a joyful play, the like of which rarely has been seen on our stage, and enmeshes in it the cry of the free woman of the new day—the woman who would rather be the beloved mistress than the neglected wife.
>
> "*Dwight Deacon* is the dramatized incarnation of Browning's Any Wife to Any Husband—the kindly, jovial, gentle, and cruel dub who does not know and never can know and 'never will understand.' He is new to the American stage, but he is as old as Adam blaming Eve for the apple—the stark-naked he-egotist who thinks his wife is mad about his clothes!
>
> "*Dwight Deacon* had to be a small-town man, a virtuous and loyal husband, a leading and respectable citizen, a considerate father, in order to show the profundity of the feminine contempt and the depth of the feminine love for his stupidity and selfishness.

They know us, but they love us. *Lulu Bett* had to go out of the city, she had to get far from all of the sex sophistication of Broadway, to say this great thing. Similarly, Sinclair Lewis had to leave art-galleries and architecture and symphony concerts and all the aspirations toward beauty in the American heart to write the cry for beauty that pervades 'Main Street.' The small town with its modern exteriors of civilization—plumbing, lighting, transportation, and what not—imposed upon a more primitive and less sophisticated life, furnishes a new and flexible medium in which to express big, necessary things.

"The fact that Zona Gale has done in the drama what the modern young men and women of the country are trying in fiction and poetry indicates that these modern Americans have a real idea; they may be exploring a path, 'the old trail, the long trail, the hard trail, the trail that is always new!'"

In a letter to the New York *Tribune* Miss Gale defends her thesis that persons like *Lulu Bett* may remain "browbeaten and trampled" on for fifteen years and then emerge. She says:

"'Miss Lulu Bett' is not propaganda. It does not urge upon women the desirability of going out into the world. It shows one woman, merely, waking up to new values in life. And it chances to be love—and not art—which awakens her, as from day to day continues to occur."

The fact that the books concerned are published in New York, are read and enjoyed here, and that "Miss Lulu Bett" is drawing the town, still somehow constitutes an indictment of New York in sources where a grievance is the breath of an article. Their authors are described by *The New Republic* as among the "candid American writers" who "never cease to protest against the bad literary eminence of New York." Tho they live here, "they continue to say, and say truly, that this overgrown publishing center is not in any real sense the literary capital of America." They relieve their literary feelings against the "indifference and complacency of New York" by declaring that "unless one has lived in the short-grass country or the Ozarks or the Blue Ridge Mountains or New Mexico or Salt Lake City one can know nothing about the heart of America." They are the ones who exhibit "some new dawn of consciousness," which has brought into our fiction "great treasures of national experience that hitherto had been utilized mainly for picturesquesness or stock sentiment, the finer values being thought worthless or vulgar." *The New Republic* does not differ greatly from Mr. White except that it adds an admonition for New York:

"These masses of local association have never before been taken so simply by the novelist, or taken so eagerly by the public. There is a public that wants its Main Street without dialect or facetiousness or quaintness, without mother written all over every chapter or the old oaken bucket installed in a shrine. This is part, no doubt, of that great novelty called democracy, part of the very recent discovery of the common man. But it is of supreme importance to the United States. The new pioneer in this country is the man or woman who, in spite of New York, brings provincial experience into esthetic and spiritual and above all critical consciousness, regardless of the trite local version of that experience and regardless of the sugared version to which editors have accustomed their readers.

"The more these new critical pioneers make America their own, the fewer 'luckless Americans' must fly to the maternal apron of Oxford or Florence or Montmartre. This is not to say that the desire for ideal order and beauty does not remain unquenchable, and that the ultimate quest for Americans as well as other mortals must not be those ideal experiences of which Europe has had its share. But the question is, are we Americans or transplanted Europeans? Are we luckless and homesick exiles or are we pioneers? The American soul may flutter, like Longfellow's, between the smoothest reproductions of Hellas and the smoothest restorations of Hiawatha. Neither is ultimately satisfactory. Yet it may happily alight, like Whistler's butterfly, among the wistful simplicities of the East. The esthetic experience of America, like the esthetic experience of Russia, may take very little directly from the orthodox culture of Europe. A subservience to that orthodox culture would certainly inhibit this country. But whether America is to make its spiritual idiom from Florence and Oxford or Japan and Mexico, its present critical acceptance of its own existence is its greatest triumph of social imagination. It is the beginning of one kind of national fulness and integrity, and this is the work of the novelists who have 'Main Street' in hand."

WHEN THE EAST AND WEST ARE FOOLED

THAT CHICAGO as well as New York should give herself away on the score of theatrical realism comes as a shock to Eastern readers, seeing how much nearer the supposed scenes of raw life the Western city is. It all happens over a play called "The Bat," running simultaneously in the two cities. The Chicago *Tribune* is so cut up because its own citizens are "certainly being kidded by experts" that its dramatic critic deserts his customary column and appears in the editorial section "for the benefit of such readers as never have relied upon this department of *The Tribune* for their theatrical intelligence, but may be willing to do so." All of which seems to argue that when the case is urgent the dramatic critic meekly accepts the fact that he is without honor in his own column. Nevertheless, he clears his conscience to "the populace that is bulging the walls of the Princess Theater" to see "The Bat," in this manner:

AS *LULU BETT* EMERGED

After her love-affair with *Ninian*. Miss Gale claims to know personally certain "overshadowed, browbeaten women, wives or *Lulus*, who in crises take control of a situation with an inspired hand." Here is shown one woman "waking up to new values in life."

"Mrs. Mary Roberts Rinehart and Mr. Avery Hopwood, who compiled this theatrical danderine—if it doesn't make it grow it will make it seem longer and straighter—operate as *Eusapia Palladino* and *Mr. Houdini*. The box-office will worry about what we have to say, and Mr. Hammond has been more than kind. Hence a presumptuous editorial examination of the popular delight.

"We presume Mrs. Rinehart and not Mr. Hopwood was responsible for the type of gunman in 'The Bat.' Or possibly it is the New York type. It is very ladylike. If Gyp the Blood furnished any suggestions to Mrs. Rinehart, his favorite food must have been milk toast. A Chicago hard-boiled egg could catch in his teeth all the bullets such a desperado could fire.

"Nobody draws a gat in 'The Bat' except to get it taken away from him. One bird has his taken away by a person in handcuffs. The only person a gun has any danger for is the person who draws it. This destroys the last vestiges of our sympathy for New York in its recent crime convulsion. It must have been terrorized by the young men of a school of bookkeeping.

"As gun play 'The Bat' is all kindergarten. Sophisticated peoples accustomed to the finesse of the movies and the art of W. H. Hart, Tom Mix, Harry Carey, and other two-gun men fear every time one of Mrs. Rinehart's characters takes out a cannon that suicide is the motive.

SINCLAIR LEWIS,

Who has taken "Main Street" from the Middle-West town and planted it on the literary map.

"Mrs. Rinehart as *Madame Palladino* and Mr. Hopwood as *Houdini* are dealing essentially in table-rappings, moving tables, spots of light, gentlemen breaking into things and out of things, cabinet magic, ouija spirits, and general darkness.

"These essentials have no fundamental connection with the mystery. They exist for their own sake. The hand which, within the hole in the glass door, reaches for the lock has no connection with a person, and if there were a person the person would have no connection with the play.

"It is a simple and successful formula, developing a state of mind by mechanical tricks, by imposing upon the imagination the suggestion that the characters may be exposed to the dangers of total darkness at any time, and by imposing upon the senses unexpected noises which get no dramatic value from the substance of the mystery.

"Two-thirds of the thrills which the audience experience have no cause in the action. They form a series of impositions upon credulity. They are not premonitory. They are distorted incidents. They are not fateful raps at the door. They are dissociated sounds. . . . . . .

"A talented spiritualistic medium could take the stage of the Princess and produce all the thrills without any play at all. But if it were a Chicago medium and she needed any gun play, she would insist upon gunmen who at least would not put their own faces in their own cannon."

THE EXHIBITORS' RETORT—To take up the retort before the charge, in the next article, we note in *The Exhibitors' Trade Review* (New York) that Mr. Hampton is served to a *tu quoque* by Mr. Sidney S. Cohen, president of the Motion-Picture Theater Owners of America:

"Now as to the exploitation of the picture, you must know that the manufacturers through their publicity exploitation bureaus, so-called, furnish to the exhibitor the most *risqué* and often the most ridiculous plans for advertising and exploiting the picture. If the exhibitor were not restrained by his common sense and if he were to take literally the tons of printed advice that are hurled on him through the publicity mills of the producers, he would be in constant conflict with the penal law and spend much of his time either in jail or arranging for his bail.

"The exaggerated sex appeal as a sin against the common decency of the American people must be laid at the door of the producer. Taking your own method of reasoning, it is quite evident that the producers have misjudged the tastes and demands of the public, otherwise why would there be this universal outcry against the low-pitched appeal of the motion-picture and against the exaggeration and degradation of sex?"

WHERE THE BLAME LIES FOR MOVIE "SEX-STUFF"

MOTHERS ARE HESITATING before taking their children to the movies; but mothers who formerly let their children go without guardianship, and even thoughtlessly with themselves, are responsible for their own present consternation. This is the plain statement of Mr. Benjamin B. Hampton, president of four big motion-picture companies in California, a pioneer in the field, and vitally interested in the success of the movie industry. The reason for the new apprehension felt by our mothers is that so much of present-day film drama is occupied with "sex-appeal." "Beulah La Belle," the movie heroine, used to be a "sad and sobby" figure; now she is "sex-appealing with all her might and main." She earned $500 a week for the former; she gets $5,000 for the latter service to art and life. And all because the box-office says that this sort of fare is what the patrons prefer. Mr. Hampton tells in *The Pictorial Review* (New York) how the real motive of the drama may be so disguised that the most astute might fail to see the cloven hoof:

ZONA GALE,

Who, in "Miss Lulu Bett," opens the door for the domestic drudge of the small town.

"The play is entitled 'The Sorrows of Michael Maginnis; or, The Mysterious Miracle-worker of Mudville.'

"'That can't be a sex-play,' you say.

"Ah, fair reader, you are facing the highest form of Our New Art.

"To put over a play simply filled with sex-appeal under the guise of uplift drama is the farthest point north in moving-picture strategy, and therein lies the dangerous subtlety of present-day tendencies.

"In case some one should gather the impression that these lines are penned flippantly, let us examine some of the newspaper advertisements of moving-picture theaters. There we will find the exhibitor's own statements regarding the appeal of his merchandise. So we quote verbatim from an ad of a theater-owner who is universally admitted to be highly successful in attracting the largest audiences. One of his ads reads:

"'HER HUSBAND DREW THE GIRL TO HIM AND—

"'A long, long kiss, a kiss of youth and love and beauty, all concentrating like rays into one focus, kindled from above, such kisses as belong to early days. Where heart, and soul, and sense in concert move, and the blood is lava, and the pulse a blaze!'

"That's a nice kind of literary garbage to set before a household, isn't it? Makes you anxious to rush the kiddies to the show, doesn't it? Certainly the dear old sob days are done, gone, and forgotten.

"Try another sample of this exhibitor's bid for family trade:

"'COVERED WITH KISSES—

"'This pretty girl, so unlike his wife, her eyes lighted with love-flames, smiling wantonly, made him feel that his life had melted to a happy sigh, and all the world was his on one warm kiss! Yet was it worth while?'

"Would you care to let your children read that sort of stuff? The actual photoplay described in this advertisement will earn between two million and three million dollars. You will observe by this that sex-appeal has an attractive commercial side. It is not entirely art for art's sake.

"Another snappy ad runs as follows, 'Does it pay to love without question?' 'If you are in doubt, love without question.' 'Stop, look, love without question.' 'All women love without question.' 'It haunts you to love without question.' 'It is passion that makes one love without question.' You'd hardly believe this kind of advertising possible, would you?

"Another exhibitor displays a poster outside his theater of a wooden-looking gentleman in a frock coat shaking two fists at an open-mouthed woman, while two little children, also wooden-looking, cling to her skirts.

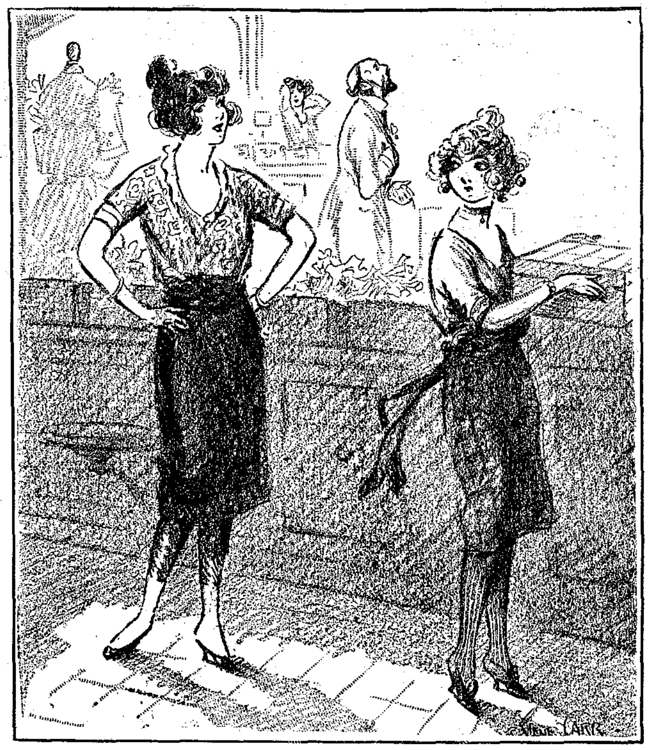
"The text says:

"'I refuse to live with you any longer. I denounce you as my wife—I will now go to HER—my free-lover.' Thus speaks the Rev. Frank Gordon in the greatest of all Free-Love dramas.

"Another exhibitor offers a line-drawing of a young lady wearing lacy-looking pajamas, and attempts to entice the American family into his playhouse by declaring that 'The Scarlet Shadow' 'is the story of a girl who suffered because of her mother's sins.' Obviously every mother will urge her daughter to see 'The Scarlet Shadow' as soon as possible.

"The advertisements from which we quote are not exceptional. A column or two could be filled with similar examples."

Once your local theater-owners know that you don't like suggestive sex-plays and that you won't patronize them, says Mr. Hampton, they'll stop exhibiting them. "The remedy lies largely in the delicate hands of the women in each and every community, small and large." The producer gets his cue from the distributer, and the distributer is told by the theater-owner, or exhibitor, as he is called, what the public wants. The case is put this way:



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WHERE THE "VAMPS" ARE RECRUITED.

"Say, Mae, forget that idea of becoming a movie star! There ain't nothin' in it since they started cuttin' them million-a-year salaries in half."
—Gene Carr in the New York *World*.

"There are exceptions to every rule, but by and large picture manufacturers would rather produce clean pictures than *risqué* pictures.

"The manufacturer's position is simple—he can not sell hob-nailed boots to the dancing-slipper trade. Nor can the picture-maker sell drama or melodrama to audiences that hunger for sex-stuff. Every movie manufacturer has had the same experience—his decent dramas and melodramas bring a return of $75,000 to $100,000 gross; a successful sex-play will run from $250,000 to $2,500,000. 'The box-office tells the story,' and it doesn't have to tell it very long before the manufacturer hears it.

"The jobber's position is fairly neutral. He passes along the merchandise that is demanded.

"Then we come to the exhibitor, the theater-owner. We seem to be getting close now to the man who is responsible for the kind of picture we pay to entertain us.

"It is not too much to say that, in nearly all important lines of manufacturing except in pictures, the manufacturer dominates the retailing situation—or can do so if he chooses to follow the well-known rules just mentioned. Nearly every article of daily use—from candy to hats, from shoes to ice-boxes—is subject to this commercial system, except pictures. In pictures, the manufacturer may make a heap of noise, but in the end he finds himself doing just about whatever the retailer (that is, the exhibitor) tells him to do.

"So true is this that during the past year some of the powerful manufacturing-distributing concerns have each bought several hundred theaters, and another company has merged interests with the owner of several hundred theaters.

"Undoubtedly the retailer of motion-pictures occupies a position of peculiarly great influence, and on him rests an unusual responsibility.

"Many exhibitors are men of fine instincts and high ideals. These men are anxious to present clean plays to their audiences. Other exhibitors are like other human beings; they are willing to take the easiest way.

"Shall we then blame present conditions on the exhibitor? Not so fast, please. Let us be careful in our judgments. Pause a moment here on Main Street and look at two theaters, one on each side of the street. Both are well-managed houses; clean, with courteous ushers and good music.

"Old man Tiernan owns the house on the west side of the street. An experienced, wise theater-operator is old Tiernan, with high ideals. He is showing a fine drama, made by skilful men, from an internationally famous story by an author who was knighted by the King of England. Forty-nine people are in line for the second show.

"Across the street is the house of Gordon. The theater was badly run down when Gordon got it a few months ago. Presto! Gordon's jazz architects redecorated it. Gordon's jazz orchestra enlivened it. Gordon's jazz ads revived it.

"Gordon is running one of our choicest suggestive plays. Gordon's ads describe the kisses and embarrassing situations you'll see on the screen in his house. There are three hundred and fifty-four men, women, and children in line for Gordon's second show. And his matinée business has doubled Tiernan's all week! You know that the ladies are the matinée patrons of Our New Art. Perhaps these lines in Gordon's ad drew the ladies,

"'—Then the beautiful woman said to him.

"'"My husband, I want you to be my husband in every sense of the word, and I love you"—yet he had never seen her before in his life.'

"Tiernan needs no high-powered telescope to see that line across the street, and his ambitious son, Terence, needs no adding-machine to tell him the net difference in dollars between a cue of forty-nine and a cue of three hundred and fifty-four.

"Query: What sex-play appears at Tiernan's theater next week? And why? It does not need a professor of logic to give the answer, does it?

"Isn't it all too terribly apparent just where the blame rests for the present preponderance of sex-plays in the movies? It rests on you, madam, the respectable, God-fearing mother of a family, and on you, Mrs. Young Wife, and on you, Aunt Martha, and on you, sisters, fathers, husbands, brothers, and sons."

Government interference, censorship, and other organized means of overseeing pictures do not appeal to Mr. Hampton:

"In my opinion the way to get better movies is actually to register your preferences where they'll be most appreciated. That is at your local theater. Think of the tremendous power wielded by the General Federation of Women's Clubs! Just imagine what that organization of millions of women could do to secure better movies. Why not get all the women's clubs and similar organizations interested? Let each member of each club pledge herself to form an opinion of the desirability, or the reverse, of at least one picture a week—the opinion not to be formed on hearsay evidence, but by seeing the picture herself. Then, so the pledge would provide, she would either see the theater-manager personally or write him a letter and give her opinion of the picture. Also she would ask her neighbors and friends to follow the same course.

"You will soon learn that the picture people are willing to co-operate with an earnest, intelligent, sincere, broad-minded movement 'to move the movies upward.' . . . . . .

"All that the movie men ask of clubwomen is that they co-operate with the picture-exhibitors and producers in creating a sound, broad public opinion."

RELIGION-AND-SOCIAL-SERVICE

THE CHURCH'S CALL FOR DISARMAMENT

"GROUND ARMS," cries the Church, in effect, in taking up the widely circulated appeal for reduction in the world's military and naval establishments. Disarmament, it is pleaded, would mean bread instead of bullets, plowshares instead of swords, and a "topsyturvy world" would have a breathing space in which to right itself. Once the churches gave at least tacit adherence to the slogan, "in time of peace prepare for war"; but now, we are told, the waste of war and the moral ruin which it spreads have awakened religious thought to agree with Lloyd George that armed peace is "organized insanity." Arms and armor have too readily lent themselves to the use they were designed to avoid, it is complained, and in the present race for military supremacy "we are pursuing the very course which is most certain to lead to the suicide of civilization." Protestant, Catholic, and Jew are at one on this view-point, and a beginning in naval and military reduction is urged as a step toward world peace. From Rome comes the message that the Pope would rejoice at such a happy event. Some would have the United States start the movement, arguing that this country is safe against attack and that the war-racked nations of Europe would willingly accept our leadership. All would have disarmament, by whatever method achieved. To what extent the movement has taken hold was shown in a symposium recently printed in the New York *World*, in which representatives of all shades of religious belief take up the new crusade with the same unanimity of spirit with which they answered the call to arms in 1917. In the religious press many writers regard the issue as being economic as well as moral, pointing to the fact that the price of one battle-ship would save millions of children, and that halving the budgets proposed for armanent would check famine, save Europe, and be a factor for international amity and peace greater than any council of ambassadors could otherwise devise. None of the great nations can afford the armaments they are now maintaining, says *The Reformed Church Messenger*, and it urges that—

"Now is the time for the Churches of Christ to speak in favor of a 'naval holiday' and the reduction of armaments in general. It has been well said that 'the way to disarm is to disarm.' And when all the great governments realize the desirability of this procedure it should not be deemed impossible to get together and find a way. It is a monstrous thing that the people should be asked to pay for such incitements to their own destruction, and it is a deplorable thing that our country should have such an unenviable preeminence and should be setting such an un-Christian example. It does seem as tho one theme concerning the application of Christian principles to present-day duty on which all American preachers should be able to unite at the beginning of this new year is in a demand for American leadership in this duty of hastening disarmament. Not even America can afford to be regarded as 'the leader in militarism and the champion of war.' And we can not help but feel that it will be infamous if Congress does not authorize some union with other nations in a universal reduction of armies and navies, and thus put our great Republic on the side of disarmament and peace."

Lately it has seemed that America alone stands in the way of the reduction of armaments, thinks *The Christian Century* (Disciples), but this weekly is relieved to notice that "there are signs of approaching sanity in the councils of the nation." The time is ripe to proceed with this great welfare scheme, "and strong affirmations on the part of groups of citizens in this country may result in saving all the money that is needed to rehabilitate a broken and discouraged world." Otherwise,

"To go on in the mad race for armaments means wasting the money that should be used to restore the industries and feed the helpless little children who will perish without help. This is the time to agitate world peace. When the passions and prejudices of war arise there is no opportunity. But America holds the key to the peace of the world, and the Church holds the key to America. Men and women who hate war may accomplish more during this new year than they will have an opportunity to accomplish for a generation afterward."

And the duty of every Christian man is clear, says *The Lutheran*. It is to use his personal influence, wherever possible, in the direction of international peace:

"First, every warlike expression, every prediction of war or argument in favor of it, should be challenged and combated. All the selfish and sinister influences that are at work against any international agreement should be met, checked, and overcome. This nefarious tide must be stemmed by a stronger one. These deadly ideas must be displaced by sound and healthy ones. . . . Only by the use of these methods can the Christian idea of peace among men be brought nearer to a practical rule of conduct in this crisis. The Christian citizen's duty is plain."

The Christian Register (Unitarian) argues that the American people do not want a great navy. Rather, "the voice of the people demands that America cast the weight of its influence on the side of an era of moderation and good feeling." Religious influences must immediately be put to work, for, says *The Western Christian Advocate* (Methodist), "the only safeguard of the future against the sprouting of the seeds of war that have been sown broadcast is the intensive propagation of the Christianity that now prevails in America. If this is not done, there will be another war within the next fifty years as sure as time passes and the years roll round."

The head of the Catholic Church is deeply interested in the movement, writes Cardinal Gasparri, Cardinal Secretary of State at the Vatican, to the New York *World*. He calls attention to the fact that the Pope issued an appeal to the belligerents for diminution of armaments on August 16, 1917, and adds: "In view of the fact that the Holy See first set forth such a proposal and officially urged it, you can imagine with what joy it would hail the realization." "Both victors and losers have discovered that war doesn't pay," declares the San Francisco *Monitor* (Catholic). Economic reasons alone, it says, "should arouse the conscience of the world against this monstrous evil of war. When to these are added the religious motives of universal brotherhood and the common love of humanity, there is hope that the conscience of humanity will soon be aroused to exorcise this evil demon of fratricidal warfare." "Why, then, when all the world is hungry for peace, should we not make plowshares out of our howitzers?" asks *The Jewish Voice* (St. Louis). A weapon in a man's hand is "the best seed of hate that can be invented." So—

"Let us take the death-dealing guns from the hands of the millions of men and give them useful tools of production. As Jews we can not view in any other light this disarmament proposal. As Americans we must urge our country to take the lead in this movement. America's word will mean much in the council of the nations even tho for the time being we are still out of the League of Nations. Now that 'politics has adjourned' we shall surely be part of the League and our voice will mean much. It can mean much if our deeds and our professions harmonize, but not otherwise."

ONE OF THE 5,000 FEEDING STATIONS WHERE AMERICAN "FRIENDS" ARE FEEDING GERMAN CHILDREN.

THE CHRISTIAN "PERIL" IN CHINA

WHEN THE PROFEST ENEMIES of Christianity confess alarm at the progress it is making, the Church may well feel encouraged in its missionary work, says *The Living Church* (Episcopal). Such encouragement comes from China, where a writer in *The China Times*, admits alarm over the rapidly increasing influence of Christianity, and suggests that steps be taken against missionary propaganda. According to a translation made for *The Chinese Recorder* and reprinted in *The Living Church*, we learn that—

"The influence of Christianity is increasingly felt in China. Christians increase in number. Those who embrace the old superstitions, with the exception of monks, priests, and nuns, do not have to undergo any form of initiation and consequently can renounce their religions and regain their freedom at any time. But those who accept the new superstition must submit to a rite of initiation. After having received baptism one becomes a Christian. Just as the Buddhist monks eternally are monks after having been burned on the head, so are Christians always Christians after having received baptism. I have seen many persons join a Church and have never seen any one leave a Church. Not only so, but after one identifies oneself with a Church his children and children's children all become Christians at birth. If such a state of affairs should continue, most of our people would become monks of this new type by heritage. The influence of Christianity in the West is decreasing from the one-hundredth degree to zero, but in China it is increasing in the reverse order, from zero to the one-hundredth degree. So, in advocating democracy, we must try to spread popular education, reconstruct art, and at the same time lessen the influence of religion. There are many now who, in their promotion of the new culture, also help to promote the new superstition; and so Christianity becomes a vital problem of to-day."

FOUR LITTLE GERMANS LEARNING A NEW "KULTUR."

A typical schoolyard scene. "There are thousands of schools in Germany where the children are learning to love the name of America, where they think naturally of the children of America as their friends," writes one woman engaged in Quaker relief work.

"FRIENDS" BEFRIENDING GERMANY

THE CITY OF STUTTGART, Germany, will care for the graves of American soldiers who died in the city's hospitals during the war, it is officially announced, as a token of gratitude for aid given by the Quakers of the United States through their relief agencies. The Quakers, *The Advocate of Peace* believes, "are the best-beloved Americans in Central Europe to-day." The Friends, says the Springfield *Republican*, are doing just the sort of charity the world needs now. Recently, it observes editorially, some striking facts have come from Germany, "where fifty relief-workers have just held a conference presided over by a Philadelphian who bears the admirable name of Scattergood." Tho the work did not begin until last March, the Quaker mission has supplied 70,000,000 meals from its 1,500 kitchens through 5,000 feeding centers in 600 German cities. Through its agencies, 700,000 children are fed daily in nearly all parts of the country, now including the occupied zone, where the American Army distributes the food supplied by the mission. Similar work, we are informed, has been carried on in the British zone by British Quakers. During the present year it is planned to extend the scope of the relief work to the big industrial plants, and a beginning is to be made at the establishment of the General Electric Company. Plans have also been made for a mission in the Ruhr coal basin, a project which might be interfered with, it is feared, if the French should extend their occupation to that territory. However, the beneficent work of the Quakers among the sufferers of war is said to be largely immune from interruption by political events. "With so much cleavage in the world," *The Republican* remarks, "It is to the great honor of the Society of Friends that it has made the claims of suffering humanity paramount, helping all in the same spirit in which the surgeon on the battle-field ministers to friend and to foe. The Quakers have helped France, and they are now helping Germany; in Russia they have drawn no distinction between factions and have won the respect and confidence of all. They are living up to the great tradition which in former centuries made the Quaker garb a safe-conduct in savage lands.

"More than this, they are assuaging the bitterness of war and recovering for America the esteem which political selfishness has threatened to forfeit. The declaration of a German statesman a fortnight ago that the humane endeavors of the Quakers had greatly changed feeling toward America was the first intimation that Americans had of the magnitude of the mission that has been so modestly and so efficiently carried on."

CHARITY WITHOUT TAG DAYS

CHARITY IS THE BIGGEST BUSINESS in the world, and, spiritually considered, the best paying. Yet, until recent years, it also bore the distinction of being almost entirely without organization or system. It was managed in haphazard fashion; not seldom the overhead expenses were greater than the receipts. Recognized method is at work in the national organizations which devote themselves to social welfare and the alleviation of want and suffering; but among local welfare associations improvement has been slower. However, several cities—among them Cleveland, Detroit, Cincinnati, and Louisville—have adopted the federated plan, under which a budget of the city's needs is prepared and the various charities are supported out of a common fund to which everybody is supposed to contribute once a year. It is still a question whether this is the best method to pursue, but opinion seems, we are told, to be inclining to the federation plan. Federation workers, writes Sherman C. Kingsley, director of the Welfare Federation of Cleveland, in *The Survey* (New York), "are utterly opposed to the gathering of money without budget operation, or to its distribution other than in accord with a definite plan." Cleveland is looked upon as the outstanding example of this system, and that city is free from the multitudinous tag days which are the bane of unfederated cities. Elsewhere we are accustomed to innumerable personal appeals and to every method of money collecting which fancy can invent. To these various and unending solicitations, we are told, only a few people give, and it is always the same few. Under the federated plan the whole public is canvassed to meet the requirements of a carefully arranged budget. In November, 1920, Cleveland raised $4,500,000 to finance the current budgets of its local social-service agencies and to meet its share for State and National organizations and foreign relief for the year 1921. More than 175,000 subscribers were reached. The work was generaled by the Cleveland Community Fund, a body made up of representatives of the Welfare Federation, the Jewish Federation, the Chamber of Commerce, the contributing public, and the Mayor and Director of Public Welfare as members *ex-officio*, representing the city. The agencies now face the year with budgets pledged and with boards of directors and workers free to devote their time and energy to the work in hand and to the problems which need their attention. The budgets are prepared by a Federation committee divided into seven subcommittees, which consider specified needs, such as hospitals, family service, children, and recreation. These subcommittees then meet as a committee of the whole, and report their total findings to the board of trustees. The final estimate is made by the Community Fund.

The canvass for pledges in the November campaign was made by an organization consisting of three main divisions:

"One, thirty teams of ten men each presided over by a captain. These teams were assigned cards that had previously been quoted and which represented those of larger giving ability. Two, an industrial division of sixty-seven teams which canvassed factories and business houses. Three, a division which canvassed the residence districts. Through various divisions, the whole town was canvassed. Daily luncheon meetings were held and reports were posted showing progress of the different teams and divisions toward their respective goals, and these reports were given in terms of the percentages of total expectations from each unit.

"The outstanding characteristics of this enterprise were pull-together spirit and loyalty. From five to eight hundred people were present at each of these daily meetings, and the enthusiasm and determination never wavered. The ablest people in the city gave as generously of their thought and time as they did of their means; and from every walk of life there was an equally generous and loyal response. There is a community heart and will in Cleveland. Its people believe that they are 'citizens of no mean city.' The whole community was in, without distinction of race or creed."

DO WE WANT THE MENNONITES?

TROUBLOUS DAYS may lie ahead of the Canadian Mennonites when they have trekked the width of the continent and taken up a new abode in Wayne and Greene counties, Mississippi. Governor Russell has welcomed them, and guaranteed them political and religious liberty under the Constitution; but the American Legion, we are told, objects to their entry because the sect is pacifist, German-speaking, and, it is feared, incapable of assimilation in the American body. As was told in an article appearing in these pages on September 4, the Mennonites are leaving Canada because privileges under which they were excused from all military duty and permitted to maintain a German-speaking sectarian school were withdrawn. At the time the migration was proposed considerable protest was voiced in this country on the ground that we have too many communities unidentified with American interests. Time has not tempered hostility to the sect. To the members of the Louisiana and Mississippi American Legion posts, over whose protest Governor Russell has welcomed the Mennonites, they are, as quoted in *The Advocate of Peace* (Washington, D. C.)—

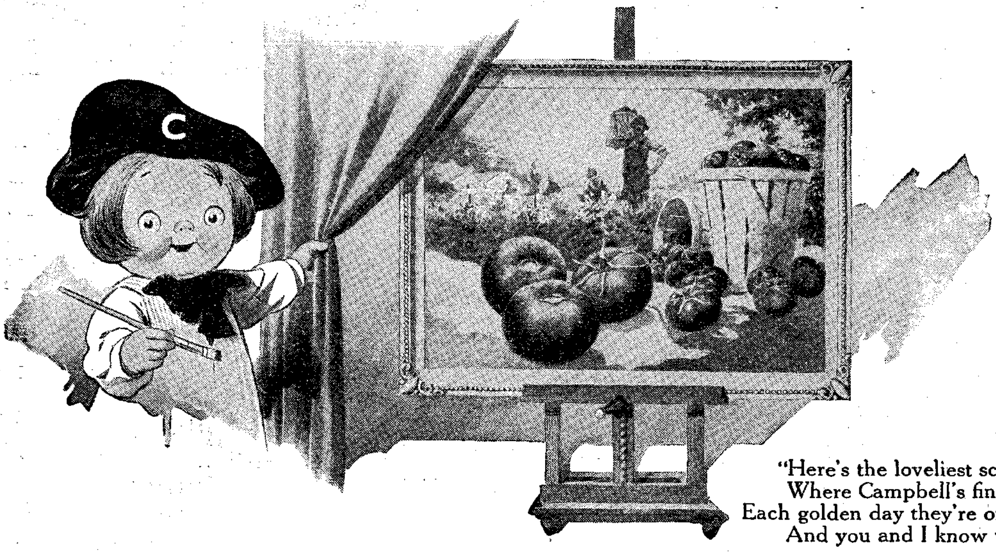
"Conscientious objectors, refusing to enter military service. They will not assimilate American citizenship, neither will they allow themselves or their children to be assimilated by the American people. They will not send their children to public schools, but teach them only in German and only in their private schools. They speak German in their daily communication with each other. As immigrants to the United States, with these facts standing against them, they should be barred."

In the opinion of the Governor of Mississippi the case of the Mennonites is one of law. He says, according to *The Advocate*:

"I am giving them a guaranty only of what the Constitution of the United States guarantees to every one who enters its doors. Neither Governor nor State can go behind the Constitution of the United States. The Mennonites may be conscientious objectors to military service, but President Wilson himself recognized such people during the war and made special provision for them. I have not opposed and shall not oppose what is guaranteed by the Constitution of the United States."

So, unless unforeseen developments arise, the migration is likely to proceed. A chill reception perhaps awaits them, but *The Advocate of Peace* declares that "one can not refuse to pay homage to a people who for conviction's sake undergo all that is implied in this transfer." For

"They are congenital nonconformists in whose philosophy of life the element of compromise is not found. Of the world, yet they are not in it, save as frugal, thrifty, law-abiding folk. The flood of world life rushes by them and finds them as firmly anchored in their insularity of outlook as were their Anabaptist ancestors They have the depth of the narrow and the courage of the infallible. Their religion is a deposit and their ethics static State authority always is secondary to divine will, and their pacifism is of a logical, consistent type."



"Here's the loveliest scene I know
Where Campbell's fine tomatoes grow
Each golden day they're on their way
And you and I know where they go"

"Let me show you a picture"—

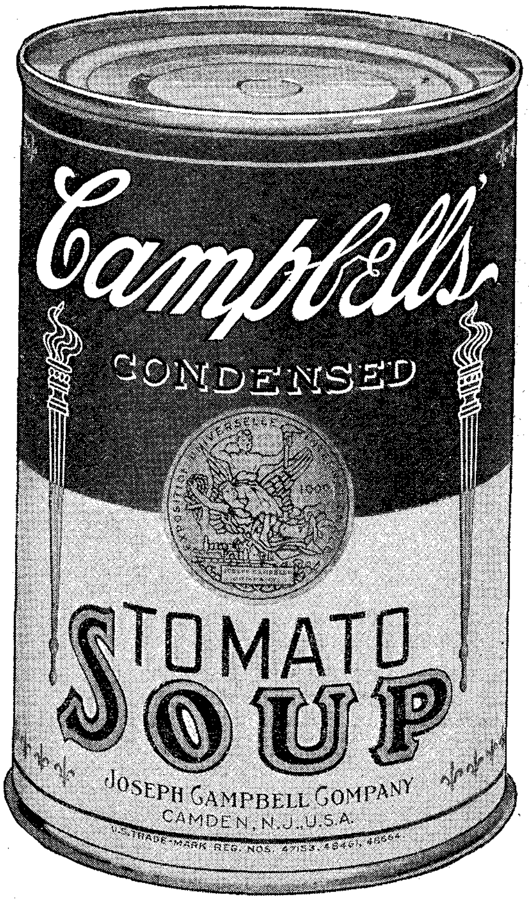
Sunrise on one of Campbell's tomato farms. The glowing fruit of the vine hangs solid juicy, red-ripe, ready to be picked and carried in baskets direct to Campbell's kitchens and made into soup the same day.

Here the pure juice is blended with choice butter, granulated sugar and other tasty and nourishing ingredients which render this delicious natural product even more tempting and nutritious.

You can enjoy this delightful Campbell's soup with its inviting summer-time flavor, its healthfulness, its appetizing zest, on the home table any time at three minutes notice, even on the stormiest winter day.

By serving it with croutons or rice or noodles you can make it as hearty as you please.

Enjoyed by every one and good for all. Why not have it for dinner today?



21 kinds **15c a can**

Campbell's Soups

LOOK FOR THE RED AND WHITE LABEL

CURRENT - POETRY

THERE is the rush of autumn to make ready for the long winter sleep in these verses from *The New Witness* (London). Sussex is an agricultural county of England, the neighbor of the land of Hardy, the novelist, who perhaps helps us to sense the appeal in these lines:

SUSSEX SONG

By Adrian Bury

The sun is bright, the wind is shrill,
Loud sing the sails of Argus Mill;
And chime the bells in Mayfield Tower.
The gilded vane of Rotherfield
Shines like a star across the weald
To greet the morning hour.

The corn lies all about in stooks,
Quick fly the swallows, slow the rooks,
And summer days are nearly done;
Soon will the wheat be in the shed
To be transmuted into bread
Of life's communion.

Slow moves the bee with laden thigh,
The birds pass in and out the rye,
And staring bulls stride o'er the leas;
The gnats in drowsy chorus sing
Where waters on the red stone ring,
And wind-songs fill the trees.

Now up the immemorial road
Creaks an old cart with heavy load,
A fallen oak of Sussexshire;
A graybeard leads the steaming horse,
His hands like oaks are gnarled and coarse,
His eyes like heather fire.

A group of gipsies scamper down,
Noisy and ragged, autumn brown,
Holding a row of hungry palms;
And one so lovely dark and vain
She might have been a queen of Spain
Now asks for silver alms.

Outside a gaudy caravan,
A withered crone, a child, a man
Are gleaning leaves and tinder wood;
For soon will come the autumn rain,
Then frost will harden field and lane
And chill the lot of beggarhood.

THERE is a metaphysical puzzle here that may contest the poetic appeal for interest. It shall be left to the reader to decide whether here is a step beyond Villon's "Ballade of Dead Ladies." *Harper's* for February is the purveyor:

CUMULATIVE DEATH

By Susan M. Boogher

Where are those others
That were I
Who living die?

Where is the child
I used to be,
Whose listening eyes
Gazed, finger-lipped,
Upon the world's surprize?
Where now the ardent boy
Whose skyey youth
Consumed itself in sums of truth?
Where the man
Who learned at last
To walk the world
With eyes downcast
From stars?

Where lie
These shadowy others
That were I?
What mounds not made with hands
Are hidden in the years
Through which life
Masquerades with bells and fife? . . .
Life, the jester at the court of fate,
Who sobs beneath his laughing breath
"I, Life, am cumulative death!"

LITTLE wintry gems appear in *Contemporary Verse* (February), the gift of old friends. They are seasonal and cheerful for dark days:

COURAGE

By William Alexander Percy

Into a brown wood flew a brown bird
In the winter time:
The sky was dark with snow unfallen,
The leaves were bent with rime.

Once north he flew, once south he flew,
He perched in a naked tree.
He looked into the dreary dusk
And whistled merrily.

ICE

By Margaret McKenney

One that I love
Has wounded me,
And over my love
Has spread a film,
As ice on a lake
Changes the surface
Without altering the depths.

IF the new versifiers would sometimes capture some of the magic that still attends those who, like Mr. Le Gallienne, find the old ways satisfactory for their purpose, we as well, doubtless, as *The Atlantic Monthly*, where we find this one, could not find welcoming columns enough:

AN ECHO FROM HORACE

Lusisti satis, edisti satis, atque bibisti:
Tempus abire tibi est.

By Richard Le Gallienne

Take away the dancing-girls, quench the lights, remove
Golden cups and garlands sere, all the feast; away
Lutes and lyres and Lalage; close the gates, above
Write upon the lintel this: *Time is done for play!*
Thou hast had thy fill of love, eaten, drunk; the show
Ends at last—'twas long enough—time it is to go.

Thou hast played—ah! heart, how long! Past all count were they—
Girls of gold and ivory, bosomed deep, all snow,
Leopard-swift, and velvet-loined, bronze for hair, mild clay
Turning at a touch to flame, tense as a strung bow;
Cruel as the circling hawk, tame at last as dove:
Thou hast had thy fill and more than enough of love.

Thou hast eaten peacocks' tongues, fed thy carp with slaves,
Nests of Asiatic birds, brought from far Cathay,
Umbrian boars, and mullet roes, snatched from stormy waves,
Half thy father's lands have gone one strange meal to pay;
For a morsel on thy plate ravished sea and shore:
Thou hast eaten, 'tis enough—thou shalt eat no more.

Thou hast drunk—how hast thou drunk! mighty vats, whole seas,
Vineyards purpling half a world turned to gold thy throat,
Falernian, true Massic, the gods' own vintages,
Lakes thou swallowed, deep enough galleys tall to float;
Wildness, wonder, wisdom, all, drunkenness divine,
All that dreams within the grape, madness, too, were thine.

Time it is to go and sleep—draw the curtains close—
Tender strings shall lure thee still—mellow flutes be blown,
Still the spring shall shower down on thy couch the rose,
Still the laurels crown your head where you dream alone.
Thou didst play, and thou didst eat, thou hast drunken deep:
Time at last it is to go, time it is to sleep.

NOT to rob winter of her due, we must allow her to speak in other than reflective moods, and here again *Contemporary Verse* supplies the means:

THE SPIRIT OF THE NORTH

By Stokely S. Fisher

Oh, boisterous winds of winter, wild and free!
How whirls the dizzy snow in bold delight
Among blithe willows dancing all in glee!
Bleak billows climb the icy ledges white;
Strong, gnarled oaks reel upon the rugged height;
From rumbling woodlands throbbing laughter breaks,
Rolling in thunder; and the wide waste shakes
With shouts delirious. Oh, what trumpets blow!
Stern Force the stormy throne of Nature takes,
For Odin rides the Northwind, robed in snow.

Across the sky, a torn, tempestuous sea,
Leap clouds, hurled onward by resistless might,
Huge, shattered wrecks. In air vast fantoms flee
Driven by shapes of fear, and shriek in fright
From gloom that drops in smothering snow like night.
The ghostly valleys tumble, writhing lakes
Upheaved by twisting of colossal snakes,
Vague wrestling forms, enormous wraiths; and oh,
The solid earth with shock of conflict quakes,
For Odin rides the Northwind, robed in snow.

What overpowering rush of harmony
Where shadowy wings beat loud in sudden flight
Rough-sounding surges! Shrill to roaring tree
The thin wire answers; myriad fingers smite
From trembling strings a music infinite—
Soul-quelling revelation—rhythm that makes
The blood stop, awed! Hark! Moans of all heart-aches,
Glad cries of triumph, shouts that revelers know!
The world a harp to every passion wakes,
For Odin rides the Northwind, robed in snow.

Nature and human life divide our attention this week, nature having rather the lion's share, so we close with this from the New York *Times:*

HUNTER'S MOON

By Basil E. Ebers

Now the full splendor of Diana's breast
Gleams, a great pearl, through the unshielding trees;
And swift her arrows will the goddess seize
To hasten forth upon her nightly quest
Of fresh adventure, for no languorous rest
On cloud-soft couch she seeks—the chase will please
Better her eager limbs; in rushing breeze
Or frost-still air delighting, down the west
Her silver sandals outspeed many a star.
And many mortals on the earth below,
Catching from her far horn an echoing bar
Or pierced by o'ershot arrow from her bow,
Seized with the hunter's madness, in their dreams
Follow enchanted trails blazed by her beams.

From actual photograph taken at Edison Shop, New York City

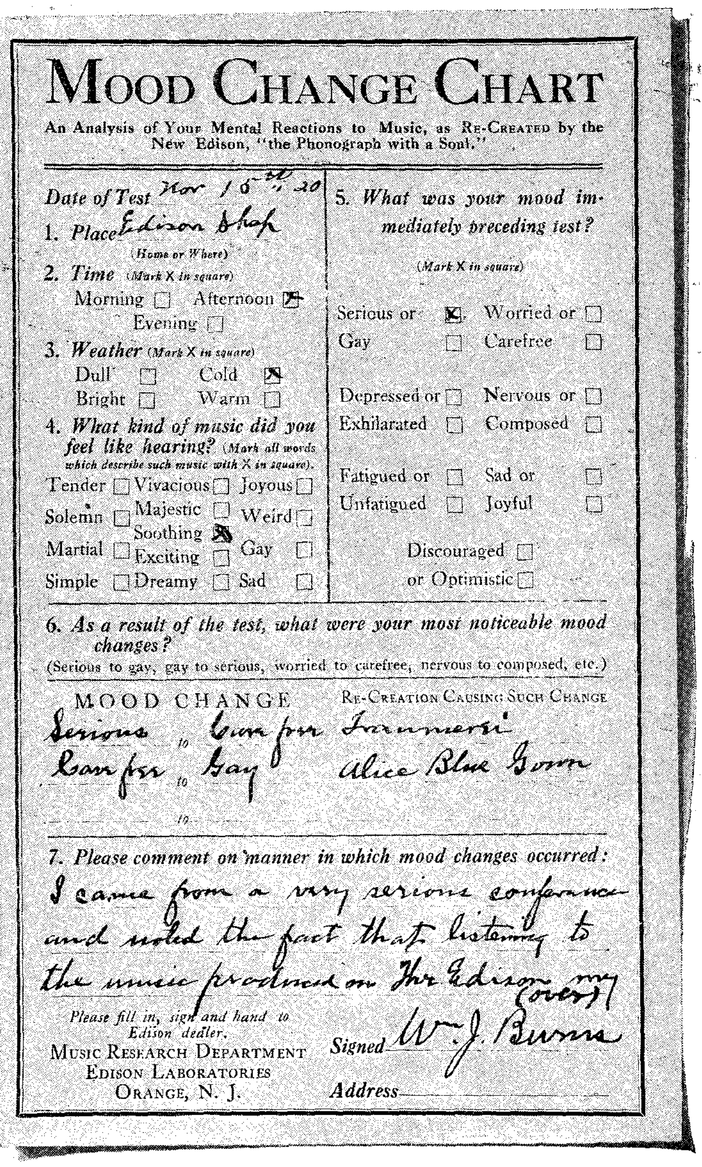
The First Man to Fill Out The Mood Change Chart

William J. Burns

Head of The Wm. J. Burns International Detective Agency

WHEN the Mood Change Chart was printed, Mr. Edison said "Who is the most sophisticated man in New York? That man will be an ideal subject for the Mood Change Test because he will be the least susceptible to emotion."

Mr. Edison selected William J. Burns, the great detective, as the most sophisticated man. Mr. Burns' chart is reproduced. Mr. Edison needs thousands of charts because his research work must be conducted on the law of averages.



MOOD CHANGE CHART

An Analysis of Your Mental Reactions to Music, as RE-CREATED by the New Edison, "the Phonograph with a Soul."

Date of Test Nov 15th, 20

1. *Place* Edison Shop
(*Home or Where*)

2. *Time* (*Mark X in square*)
Morning ☐ Afternoon ☒
Evening ☐

3. *Weather* (*Mark X in square*)
Dull ☐ Cold ☒
Bright ☐ Warm ☐

4. *What kind of music did you feel like hearing?* (*Mark all words which describe such music with X in square*).
Tender ☐ Vivacious ☐ Joyous ☐
Solemn ☐ Majestic ☐ Weird ☐
Soothing ☒
Martial ☐ Exciting ☐ Gay ☐
Simple ☐ Dreamy ☐ Sad ☐

5. *What was your mood immediately preceding test?*
(*Mark X in square*)
Serious or ☒ Worried or ☐
Gay ☐ Carefree ☐

Depressed or ☐ Nervous or ☐
Exhilarated ☐ Composed ☐

Fatigued or ☐ Sad or ☐
Unfatigued ☐ Joyful ☐

Discouraged ☐
or Optimistic ☐

6. *As a result of the test, what were your most noticeable mood changes?*
(Serious to gay, gay to serious, worried to carefree, nervous to composed, etc.)

MOOD CHANGE	RE-CREATION CAUSING SUCH CHANGE
Serious *to* Care free	Träumerei
Care free *to* Gay	Alice Blue Gown
to	

7. *Please comment on manner in which mood changes occurred:*
I came from a very serious conference and noted the fact that listening to the music produced on the Edison my (over)

Please fill in, sign and hand to Edison dealer.

MUSIC RESEARCH DEPARTMENT
EDISON LABORATORIES
ORANGE, N. J.

Signed Wm. J. Burns

Address

Will You Join Mr. Edison in an Experiment?

2400 years ago, Confucius called music "The sacred tongue of God." 400 years ago, Martin Luther said: "Music is the only art that can calm the agitations of the soul." 116 years ago, Napoleon said: "Music is the art to which law makers ought to give the greatest encouragement."

Mr. Edison has recently produced a new phonograph of such perfect realism that its RE-CREATION of music cannot be distinguished from the original music. As a result of this wonderful new invention, every home can now enjoy the full benefits of the world's best music.

For many centuries, the power of music has been appreciated—but never has it been fully understood. For the purpose of ascertaining and classifying the effects of music on the minds and moods of mankind, Mr. Edison has associated with himself world-famed psychologists. Much research work has already been done. Will you assist by analyzing your own mental reactions to music, and those of as many friends, as you can interest in the work? Your co-operation will be appreciated by Mr. Edison and his associates.

Please examine the chart that is reproduced above. The Edison dealer in your locality will furnish you as many of these charts as you require.

If you do not own a New Edison, the Edison dealer in your locality will welcome your making the test in his store. Should you like to call in some of your friends, the Edison dealer will probably be willing to loan you an instrument and the necessary RE-CREATIONS, so that you can make the test in your own home. Watch for his announcement in your local newspaper. THOMAS A. EDISON, Inc., Orange, N. J.

The NEW EDISON

"The Phonograph with a Soul"

SURVEY OF FRENCH ECONOMIC CONDITIONS

(By the French Commission in the United States)

THE BANK OF FRANCE'S STATEMENT

IN ITS STATEMENT for the week ending December 30, 1920, the Bank of France reports a further small gain in its gold item of 291,000 francs. The silver item also is reported as having gained 565,000 francs. Note circulation expanded 457,237,000 francs. This is the first expansion noted for some time. The statement in detail follows:

Gold Holdings	*December 30, 1920* *Francs*	*Changes for Week* *Francs*	
In France	3,551,901,769	*Inc.*	291,000
Abroad	1,948,367,056		No change
Total	5,500,268,825	Inc.	291,000
Silver	266,333,495	Inc.	565,000
Bills discounted	3,308,927,298	Inc.	55,171,000
Advances	2,201,794,000	Dec.	28,742,000
Note circulation	37,901,599,370	Inc.	457,237,000
Treasury deposits	56,575,000	Dec.	22,545,000
General deposits	3,518,370,894	Dec.	3,112,000

RECONSTRUCTION OF INDUSTRIES

The following table shows the classified distribution of the reconstructed industries in the ten invaded departments and is published because of its bearing on the marked improvement noticed in France's trade balance.

	Plants		
Type of Industry	*Destroyed*	*Recon-structed*	*Proportion Recon-structed Per Cent.*
Mines	36	29	80.5
Quarries	81	64	79
Food industries	325	199	61.2
Chemical industries	143	115	80.4
Rubber, paper, cardboard	45	34	75.5
Printing establishments	83	73	87.9
Textile industries	1,200	850	70.8
Clothing industries	168	146	86.9
Feathers, etc	14	13	92.8
Hides and finished leathers	87	73	83.9
Sawmills, wood	292	253	86.6
Metallurgical	51	39	76.4
Hardware	866	766	88.4
Silverware, gold, precious stones	5	5	100
Marble, cut stone	40	39	97.5
Building materials	485	368	75.8
Brick industry	400	326	81.5
Total	4,321	3,392	78.5

THE UTILIZATION OF WATER-POWER IN FRANCE

The available water-power at the disposal of the principal countries of the world has been recently estimated as follows:

	Horse-power
United States of America	60,000,000
Canada	25,000,000
France	10,000,000
Sweden	7,000,000
Norway	7,000,000
Italy	5,000,000
Germany	1,500,000
England	1,000,000

France was the first European country to develop water-power for industrial purposes. In 1900, 200,000 horse-power were in use. By 1913 this figure had risen to 750,000 horse-power. Great impetus was given to hydraulic development by the war and there are now 1,800,000 horse-power in use.

In the period following the armistice a number of industries, particularly the metallurgical and the chemical, obtained funds for the development of power to replace coal. At present there are about 450,000 horse-power in course of development. This total will not all be available before 1922; by that time another 500,000 horse-power will be under development.

An interesting feature of hydraulic development in France has been the coincident growth of the chemical industry. The gradual realization of the enormous value of chemical fertilizers has caused the construction of a number of electrochemical plants devoted to the production of cyanamide. Cyanamide is used to great advantage in connection with certain crops to replace Chilean nitrates as a fertilizer. Its increased production has already caused an important reduction in France's imports of nitrates.

FRANCE'S FOREIGN TRADE

Statistics published by the Bureau of Customs concerning France's foreign trade from January 1 to October 31, 1920, show that the marked improvement in France's position already noted in this field is continuing. The value of imports during the first ten months of last year totaled 29,798,516,000 francs against 27,397,770,000 francs during the corresponding period of the preceding year, an increase of 2,386,746,000 francs. Total exports in the same period are valued at 18,890,263,000 francs, against 7,733,150,000 francs in 1919, an increase of 11,157,-113,000 francs. The adverse trade balance which was 19,664,-620,000 francs on October 31, 1919, was 10,894,253,000 francs, on October 31, 1920, a reduction of 8,770,367,000 francs. The proportion of exports to imports has improved as follows: 1917, 21 per cent.; 1918, 23 per cent.; 1919, 27 per cent.; first ten months of 1920, 61 per cent. In August, 1920, exports totaled 80 per cent. of imports; in September, 82 per cent., and in October, 90 per cent.

FRANCE'S FOOD NEEDS

During the period from September, 1919, to August 31, 1920, France imported 3,407,934 tons of foodstuffs, of which 3,234,928 tons were cereals and the balance meat, sugar, and butter. The total cost of these foodstuffs, at rates of exchange at which purchases were made, was in the neighborhood of 4,000,000,000 francs.

Due to an exceptionally fine harvest and to great progress in agricultural reconstruction, France's foodstuffs needs from abroad for the period from September 1, 1920, to August 31, 1921, which were estimated by the Ministry of Agriculture last July at 2,168,914 tons, have been reduced to 515,894 tons, all cereals. Of this total, 377,630 tons have already been purchased, mostly in countries where exchange is favorable to France. The balance has been contracted for and is deliverable by the end of February; from then on, France will cease to import foodstuffs of any kind.

WINE CROP

The Bureau of Internal Revenue has published the following figures in regard to the wine crop of 1920:

YEAR 1920

Department	*Stocks on Hand Hectoliters*	*Crop Hectoliters*	*Total Hectoliters*
Aude	310,127	6,299,403	6,609,730
Gard	49,706	3,564,084	3,613,790
Hérault	441,406	13,086,076	13,527,482
Pyrénées Orientales	162,578	2,836,972	2,999,550
Total	963,817	25,786,535	26,750,552

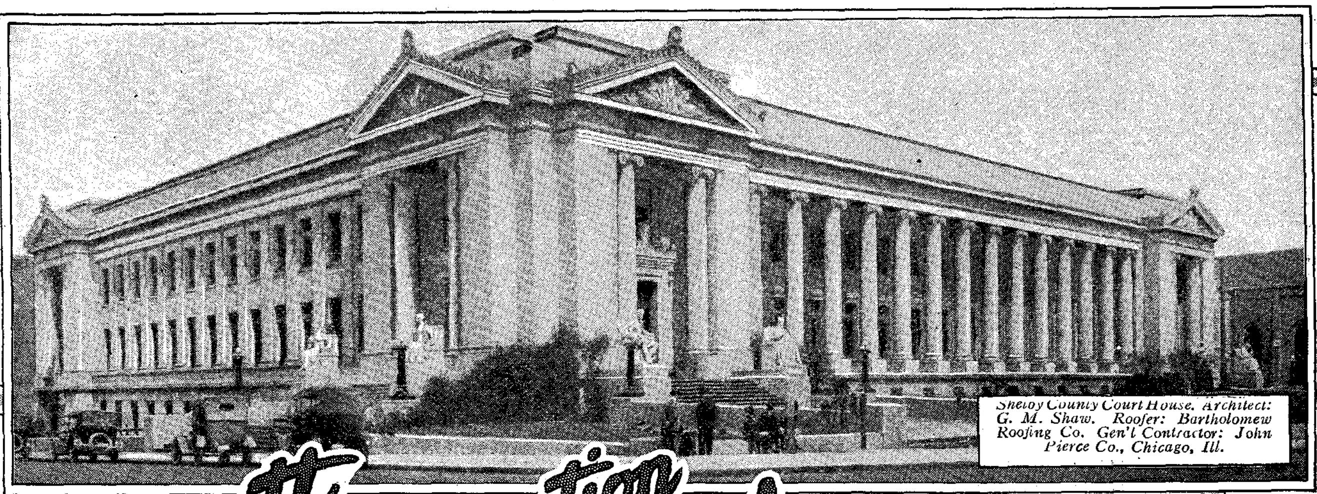
(Equivalent of hectolitre in liquid measure, 26.417 gallons.)

The above figures are considerably in excess of those of 1919, which were as follows:

YEAR 1919

Department	*Stocks on Hand Hectoliters*	*Crop Hectoliters*	*Total Hectoliters*
Aude	57,086	5,087,420	5,144,506
Gard	75,769	2,764,577	2,790,346
Hérault	111,451	11,044,687	11,156,138
Pyrénées Orientales	34,031	3,683,031	3,717,062
Total	278,337	22,579,715	22,808,052

As the prosperity of the inhabitants of the above four departments depends very largely on the wine crop, the fine crop of last year brought increased wealth to the grape-growers.



Shelby County Court House. Architect: G. M. Shaw. Roofer: Bartholomew Roofing Co. Gen'l Contractor: John Pierce Co., Chicago, Ill.

Barrett Specification Roofs

All over Memphis, Tenn.

IT is safe to say that no other feature of permanent building construction is so nearly standardized as the roof. For whether the building is of stone, terra cotta or brick—whether a public or a commercial building—if it has a flat roof-deck the chances are it is covered with a Barrett Specification Roof.

Take Memphis, for instance: The handsome court-house, the police station, the leading wholesale dry goods house and the principal automobile establishments are among the many buildings covered with Barrett Specification Roofs.

This general preference for Barrett Specification Roofs is due to their economy—the economy of low cost combined with long service.

In a Barrett Specification Bonded Roof the owner not only gets a roof that has proved its superior economy on thousands of buildings, but he also gets a roof that is bonded against all upkeep expense.

Before specifying or closing contract for a Barrett Specification Bonded Roof, be sure to read carefully all the stipulations in the specification.

The Barrett Specification Type "AA" 20-Year Bonded Roof represents the most permanent roof-covering it is possible to construct, and while we bond it for twenty years only, we can name many roofs of this type that have been in service over forty years and are still in good condition.

Where the character of the building does not justify a roof of such extreme length of service, we recommend the Barrett Specification Type "A" Roof, bonded for 10 years. Both roofs are built of the same high-grade waterproofing materials, the only difference being in the quantity used.

Full details regarding these Bonded Roofs and copies of The Barrett Specification free on request.

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Detroit
Nashville
Duluth
Youngstown
Elizabeth
Jacksonville
Boston
New Orleans
Syracuse
Milwaukee
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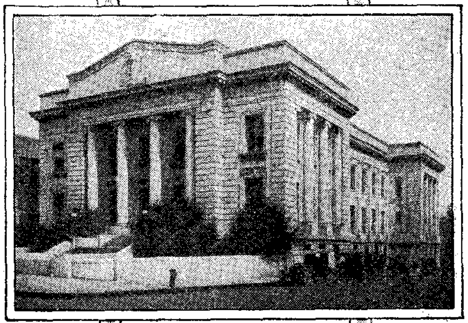


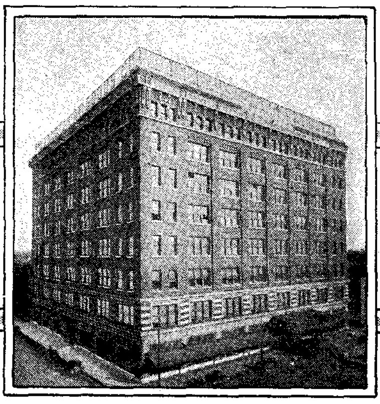
Central Police Station. Architect: G. M. Shaw. Roofer: Bartholomew Roofing Co. Gen'l Contr.: James Alexander Const. Co., Memphis, Tenn.

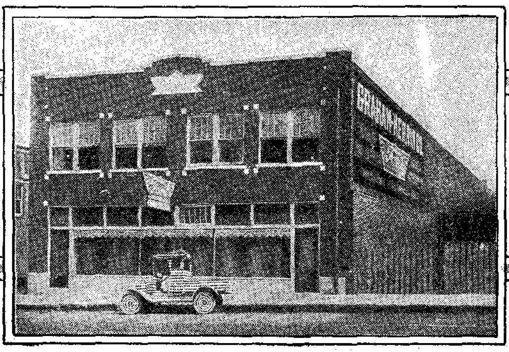
(Above) Overland Motor Car Company Building. Architect: G. M. Shaw. Roofer: Bartholomew Roofing Co. Gen'l Contr.: S. Malkin, Memphis, Tenn.

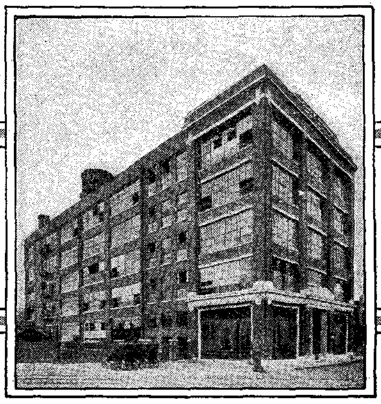
(Lower left) Wm. R. Moore Wholesale Dry Goods Co. Building. Architect: G. M. Shaw. Roofer: Bartholomew Roofing Co. Gen'l Contr.: Murch Bros., St. Louis, Mo.

(Below) Ford Motor Company. Architect: G. M. Shaw. Roofer: Bartholomew Roofing Co. Gen'l Contr.: James Alexander Const. Co., Memphis, Tenn.

Ford Assembly and Exhibition Building. Architect: Chas. O. Phiel. Roofer: Bartholomew Roofing Company. Gen'l Contr.: A. B. Lanning.







PROBLEMS · OF · DEMOCRACY

Prepared for THE LITERARY DIGEST and especially designed for School use

THE CABINET

LINCOLN'S BIOGRAPHERS tell us that in Cabinet meeting one day he put a measure to vote, found an overwhelming majority opposed, and remarked good-humoredly, "Seven nays, one aye; the ayes have it." On another occasion he read aloud to his Cabinet the draft of his proclamation abolishing slavery, but informed them that no objections on their part could induce him to withhold it or even modify it. President Wilson, on dismissing a Secretary of State, declared his preference for a man whose mind would more readily "go along with his." Nothing in the Constitution—indeed, nothing in any Act of Congress—requires a President to heed his Cabinet's advice. Yet Mr. Harding, after modestly underrating his own talents, announced that, if elected, he would surround himself with able advisers. It remained for him to decide what constitutes an able adviser and make appointments accordingly. Those appointments require confirmation by the Senate, but the Senate is in the habit of confirming all appointments to the Cabinet.

Primarily, however, Cabinet officers are not advisers to the President. Primarily, they are heads of departments. As Grace A. Turkington explains in "My Country," "one attends to the business with foreign countries (the Secretary of State—'State' here means the nation); another attends to the money affairs of the nation (the Secretary of the Treasury); a third supervises the affairs of the Army in time of peace and also of war (the Secretary of War); the fourth has charge of the affairs of the Navy (the Secretary of the Navy); one is a lawyer who protects the United States from lawbreakers and sees that all the affairs of the Government are conducted according to law (the Attorney-General); another is general business manager of the Post-office Department (the Postmaster-General); the seventh attends to a variety of things—pensions for soldiers, Indian affairs, the patent department, the national parks, education, Alaska and the Territories, the vast forest reservations and irrigation works, etc. (the Secretary of the Interior); the eighth, one of the most important of all, must do everything possible to increase the agricultural wealth of the country (the Secretary of Agriculture); the ninth attends to the trade problems of the country (the Secretary of Commerce); the tenth spends all his time in the interest of the wage-earner (the Secretary of Labor)." By what right, one asks, naturally enough, do these heads of departments unite to form a Cabinet and advise the President?

This, so Prof. Charles A. Beard, of Columbia University, reminds us in "American Government and Politics," is "a matter of custom, not of law, for the Cabinet, as a collective body, has no legal existence or powers. Congress, in creating the first departments in 1789, did not recognize, in any way, the possibility of a Cabinet council composed of the heads." However, "Washington regarded the four chief executive officials, including the Attorney-General, who was not made head of a department until 1870, as his confidential advisers, tho the term Cabinet was not immediately applied to them."

Apparently the idea of Cabinet meetings had already taken form in 1791, when Washington, then traveling in the South, wrote of three of his secretaries: "I have exprest my wish, if any serious or important crisis should arise, that the Secretaries for the Departments of State, Treasury, and War may hold consultations thereon, to determine whether they are of such a nature as to demand my personal attendance." As Professor Beard goes on to say: "During his first administration, Washington, by a gradual process, welded the department heads into an executive council, and by 1793 we find the term Cabinet or Cabinet Council applied to this group of Presidential advisers."

The Cabinet has since changed only in numbers and as regards the rules adopted for its meetings. It now "meets regularly at stated times fixt by the President in the rules of the White House, printed in *The Congressional Directory*. The meetings are usually secret, and no record is kept of the transactions. As the special business of each department is discust separately with the President by each officer, only matters of weight relative to the general policy of the Administration are brought up for consideration at Cabinet meetings. Any important piece of legislation desired by the President or by a Cabinet officer and about to be submitted to Congress will very probably be discust in detail, especially if it concerns party principles. Votes are seldom taken on propositions, and they are of no significance beyond securing a mere expression of opinion."

No outside power, not even Congress, has the least control over what goes on in Cabinet meetings. When the Senate asked President Jackson for a document said to have been read aloud by him in Cabinet meeting, he replied, according to J. D. Richardson's "Compilation of the Messages and Papers of the Presidents, 1789–1897": "The Executive is a coordinate and independent branch of the Government equally with the Senate, and I have yet to learn under what constitutional authority that branch of the legislature has a right to require of me an account of any communication, either verbally or in writing, made to the heads of departments acting as a Cabinet council. As well might I be required to detail to the Senate the free and private conversations I have held with those officers on any subject relating to their duties and my own."

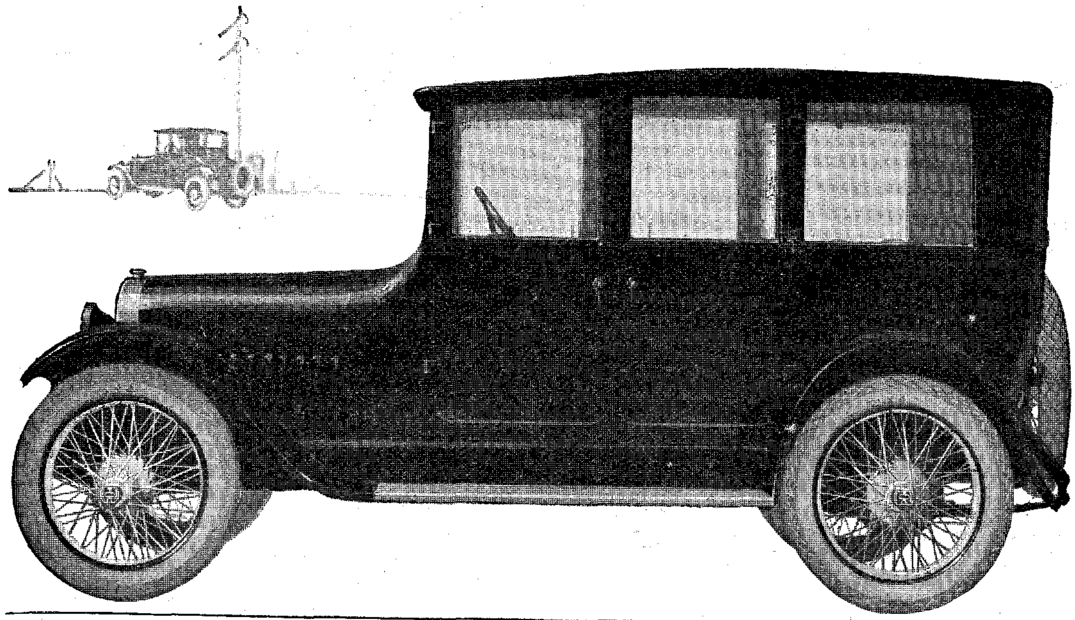
Criticism of Cabinet appointments—a favorite journalistic pastime in America—turns generally, not upon the fitness of the office for the man, but upon the fitness of the man for the office, whereas any one who will run a finger down the lists of officials and their duties, as printed in "The World Almanac" will marvel at the range and variety of responsibilities certain department heads are required to assume. Why, for instance, must a single department head, the Secretary of the Interior, be responsible for pensions, education, Indian affairs, patents, the Geological Survey, the Reclamation Service, the Bureau of Mines, the National Park Service? Departments have greatly multiplied since Washington's day. Ought they, perhaps, to multiply still further? Is it humanly possible for any one man to supervise nine different subdepartments simultaneously?

A somewhat general reorganization of the departments may yet be undertaken. But at present what concerns the newspapers is the appointment of heads for the departments as they stand. Whom will the President select? As a rule the President makes his appointments from among his personal or political friends. Thus a President pays his political debts, rewarding with Cabinet positions the men who have worked valiantly for his nomination and election, and adds to these such of his lifelong cronies as he happens to choose. "In choosing his Cabinet," says Prof. Albert Bushnell Hart, of Harvard University, in "Actual Government," "the President looks first of all for strong men who fairly represent his party" and "tries to represent the various geographical sections. He tries to recognize different wings of his party; thus, Lincoln appointed four old Democrats and three old Whigs to his Cabinet in 1861; he said that there was a perfect balance, because he was the fourth old Whig."

Once a Cabinet has been formed, the opposition press have something visible to attack. Then wo betide the blunderers. A hue and cry goes up. There are demands for resignations. There are demands for removal from office. But only the President can remove a department head. On the other hand, the President can remove a department head without so much as consulting the Senate.

Oakland

OAKLAND OWNERS REPORT RETURNS OF FROM 18 TO 25 MILES PER GALLON OF GASOLINE AND FROM 8,000 TO 12,000 MILES ON TIRES



THIS OAKLAND SENSIBLE SIX SEDAN IS POWERED WITH THE FAMOUS 44-HORSEPOWER, OVERHEAD-VALVE OAKLAND ENGINE

WHAT other motor car, selling at anywhere near the Oakland's figure, offers so much in power, utility, comfort, equipment, and reliable service at minimum cost? Are not these the things that constitute true automobile value? Note how generously the Oakland Sensible Six embodies every one, and again, at how moderate a cost to you.

OPEN CAR, $1395; ROADSTER, $1395; FOUR DOOR SEDAN, $2065; COUPE, $2065
F. O. B. PONTIAC, MICHIGAN. ADDITIONAL FOR WIRE WHEEL EQUIPMENT, $85

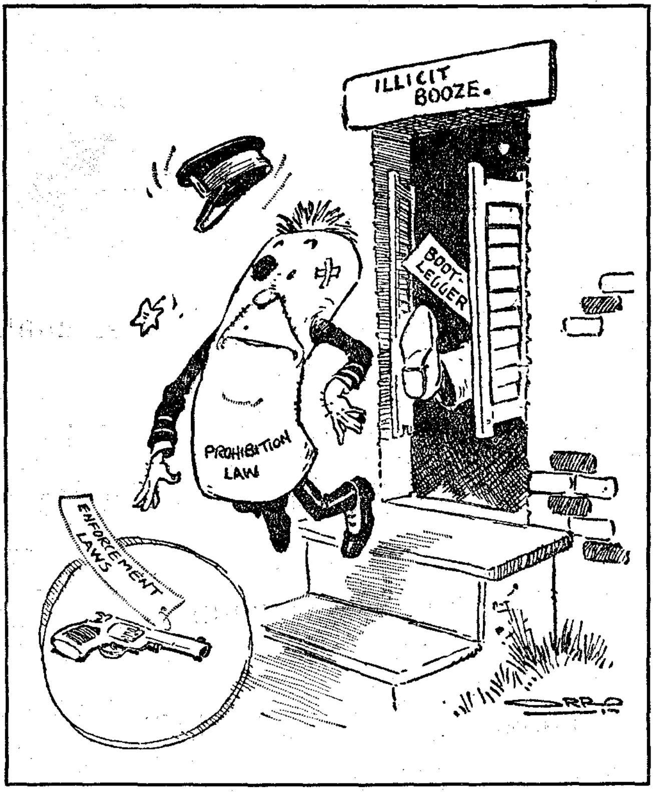
OAKLAND MOTOR CAR COMPANY *Pontiac, Michigan*

OAKLAND
SENSIBLE SIX

PERSONAL GLIMPSES

THE "YONKERS PLAN" VS. JOHN BARLEYCORN

"PITILESS PUBLICITY" is the formidable weapon with which William H. Anderson, State Superintendent of the Anti-Saloon League, of New York, hopes to put the ultimate kibosh on his ancient enemy, the near-late J. Barleycorn. Tho legislative and enforcement measures have not as yet been quite able to squelch Barleycorn, the Superintendent thinks that his plan to show him up so all men may see how evil he still is will effectually complete the job of annihilation contemplated by the Eighteenth Amendment. Mr. Anderson's scheme was first outlined publicly last summer, shortly after he had come out with a statement in the newspapers telling of a number of places in his home town, Yonkers, N. Y., where liquor was being sold and the vice and gambling laws violated. These charges were the result of an investigation into conditions in that city conducted under Mr. Anderson's direction and were supported by forty affidavits. In his statement the Anti-Saloon head took occasion to say that it was not necessary for him to point out who was responsible. "The guilty officials and the public know," he declared. He further stated that he would pay no attention to requests from the authorities for evidence for prosecution purposes, "calculated to deftly shift the burden of responsibility from the public officials to the Anti-Saloon League. If the Anti-Saloon League can get such evidence, the city and county officials can do so, if they wish." In other words, it was not Anderson's purpose to help out the officials, but solely to let the people of Yonkers know what conditions prevailed in their city. His theory was that when it became generally known that violations were taking place right and left, with but little or no attempt at enforcement on the part of the officials, the public would rise up in its wrath, cast out the delinquent public servants, and put others in their places prepared to remedy the situation. These, in brief, are the essential features of Mr. Anderson's plan, now known as the Yonkers Plan, so far as the method of procedure is concerned after the machinery is once set in motion. The first investigation and publicity campaign in Yonkers was conducted at the instance and expense of Mr. Anderson personally. To accomplish the desired results, however, he suggests that such campaigns should be conducted repeatedly, and for this purpose he advocates a permanent organization of citizens interested in keeping the lid on, who will see that investigations are carried on and made public, and who are also willing to contribute a certain annual sum of money to this end. In a pamphlet entitled "A Message to the People of Yonkers," Mr. Anderson furnishes a detailed explanation of his plan and its advantages, from which we quote in part:



LET'S EITHER ARM THE COP OR TAKE HIM OFF THE BEAT.

—Orr in the Chicago *Tribune*.

> The mistake that is ordinarily made in connection with law-enforcement work is for the citizen volunteers to undertake to secure convictions on the evidence obtained. This plays directly into the hands of both the law violators and the officers of the law who have either been conniving with them or ignoring them, because it shifts the responsibility from the official to the volunteers, whom corrupt officials have every motive to tire out in order to let the guilty escape. And the last state of that community is worse than the first, because those who desire to improve conditions are left both discouraged and discredited.
>
> There is an infinitely more effective and vastly cheaper method. There is no valid reason why a body of patriotic citizens should try to convict one lawbreaker as against any one of a dozen others doing the same thing. The intelligent objective is to destroy a crooked "system," and to convict, not in the courts, but at the bar of public opinion, the public officials who refuse to discharge their public duty.
>
> No citizens' volunteer law-enforcement movement can ever really succeed by assuming the responsibility or attempting to do the work of the officials. The reason is obvious and self-evident—inherent in the very nature of the case. No volunteer movement of any kind has any official or legal standing. There can not be any permanent satisfactory enforcement of the law except through the officials who are a part of the machinery of government itself.
>
> Therefore it is obvious that relief in any community from conditions of lawlessness can only come through securing honest, effective activity on the part of the regularly constituted officials. This can not be secured unless there is a healthy, normal public sentiment back of them in favor of law enforcement, and any effort which does not involve arousing the public as well as making direct demands upon the officials will fall short. Any other policy weakens self-government instead of strengthening it. That is why, instead of trying to "deal" with officials who might promise everything and do little or nothing, we appeal direct to the people and let them deal with the officials. This policy develops and strengthens public sentiment by agitation and teaches the people how to make self-government a reality.
>
> Our position is that if an individual can send men into Yonkers who can find out the facts, then the officials can do so if they wish. If strangers can come in here and discover lawlessness, the officials or those whom they employ can do it, or else they are incompetent—or worse.
>
> We are not concerned with merely securing the prosecution and punishment of some of many violators of the law against the sale of liquor, but we are concerned with the complete stopping of all violation.
>
> This policy of pitiless publicity respecting the conditions in a community while insisting that it is the duty of the officials to remedy those conditions and punish the offenders, consistently and rigidly adhered to, will strengthen the position of the volunteer citizens and weaken the position of the inefficient or unfaithful officials until they enforce the law or are replaced by others who will.
>
> Furthermore, while folly and failure will merely confirm the public in the acceptance of non-enforcement, on the other hand, patient pursuit of the policy of telling the people about the violation of law and the duty of officials to correct it will eventually revolutionize public sentiment in favor of enforcement,

USL BATTERIES With Machine-Pasted Plates

TRADE MARK
U. S. LIGHT & HEAT CORPORATION

IF you are in any doubt as to the superior merits of the USL Machine-Pasted Plate Batteries—

Ask a Competent Battery Engineer

to give you the facts. He will tell you that machine pasting is ideal—that by it only may the uncertain results of hand labor be eliminated and uniform excellence be secured—that other manufacturers have spent large sums of money and years of time to do it and have failed—

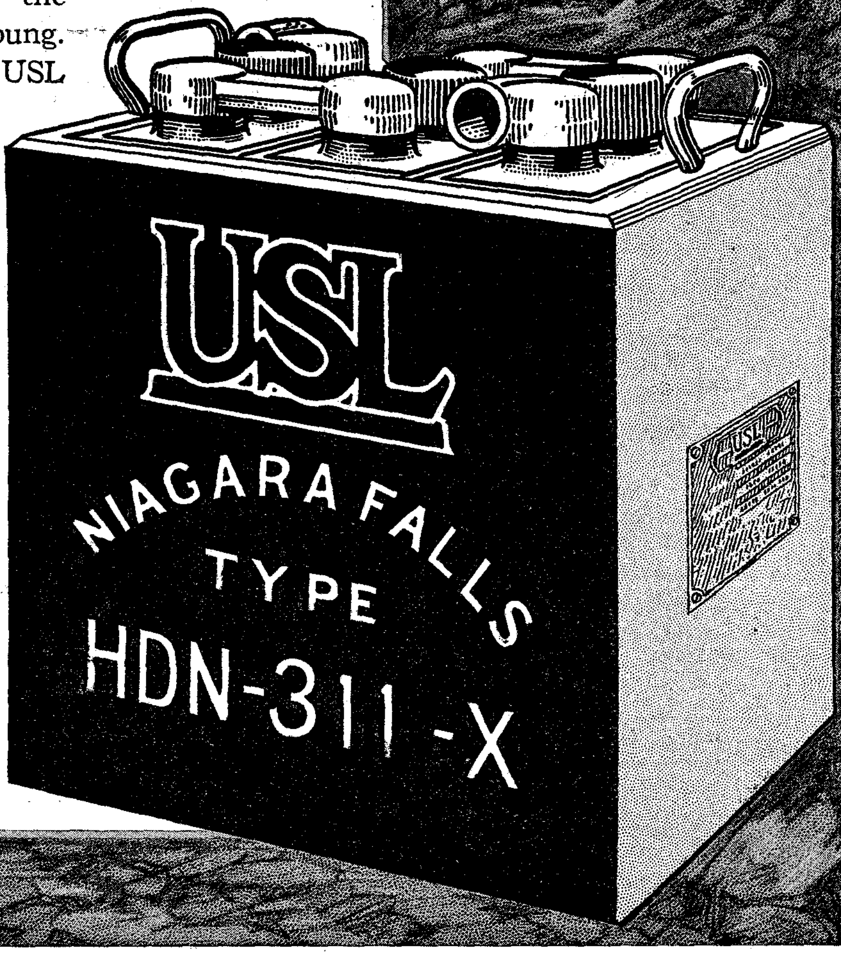
Then come to Niagara Falls

Old-fashioned hand pasting was abandoned at the USL factory when the starter battery was young. More than a million USL Machine-Pasted Plate Batteries have proven their superiority. In this great factory the pasting machines run every working day—pasting by exclusive process, with exclusive oxides, the standard USL plates—uniform and perfect for assembly in USL Machine-Pasted Plate Batteries, which outlive the liberal USL Guarantees.

U. S. Light & Heat Corporation
Niagara Falls, N. Y.

1700 USL Golden Rule Service Stations

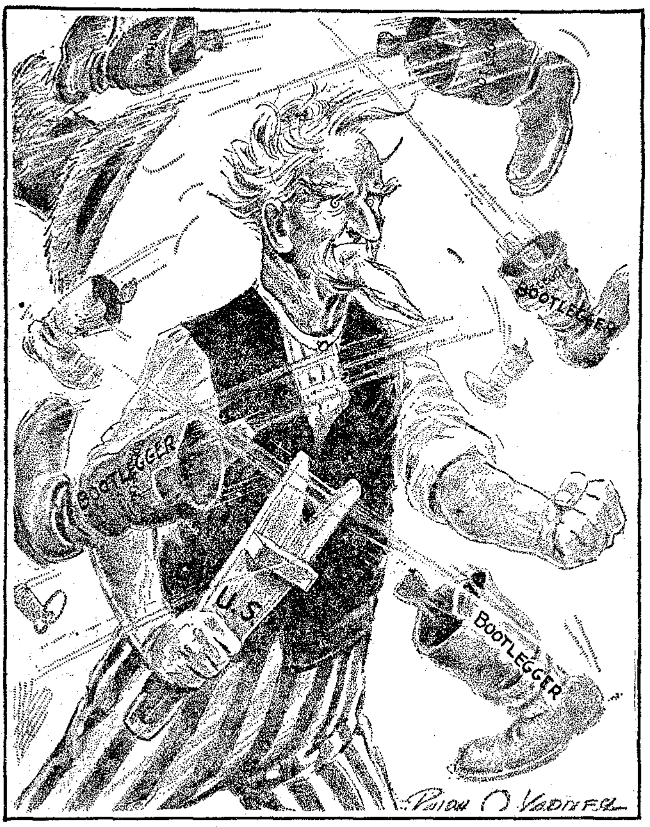
2800 USL Dealers



on the principle that even moderate blows will break anything if kept up long enough in the same place.

After showing up the conditions in his home city, Mr. Anderson made the following proposition to the "good citizenship of Yonkers," which, incidentally, outlines his plan for building up such an organization as he recommends to promote law-enforcement:

> If the people of this city will subscribe an adequate amount, say not less than five thousand dollars ($5,000) a year for five years, to be used solely for securing information as to law-enforcement conditions in the city of Yonkers, the money to be deposited in a Yonkers bank with a Yonkers man, whose name will be published, as treasurer, to be paid out by his check to persons who have secured evidence, upon their vouchers approved by me, then I will, absolutely free, as my contribution to good citizenship in my home city, assume all responsibility for employing the proper men, directing their work, preparing their evidence, and giving out the facts, and will take all the abuse and cussing and sneers and suspicion that go with that kind of a job.
>
> In addition, I agree that not even the cost of collecting this money or the cost of sending out receipts for it shall come out of the funds so secured, but that every cent of every dollar contributed for "The Enforcement of the Law in Yonkers" shall go directly into the bank to be used for this exclusive purpose.
>
> This proposition has no connection, direct or indirect, with the Anti-Saloon League, but is strictly a Yonkers local matter.



WHO'S THROWING THOSE THINGS?

—Yardley in the San Francisco *Chronicle*.

Mr. Anderson's sensational charges of law violation in Yonkers created a vast deal of stir in that city, and even in surrounding towns, and we are told that conditions began to improve at once. The citizens, it seems, were aroused to the necessity of taking action, and the formation of a citizens' organization to carry on the work begun by Mr. Anderson is now said to be under way. The public officials likewise took the hint and began to get busy. One of the latest developments was a request from the Mayor to the District Attorney, asking for a deputy, who shall be located permanently at Yonkers to assist the police department enforce the law. The "Yonkers Plan" has aroused wide-spread interest and much favorable comment in the press. Even some avowedly "wet" newspapers indorse it. For instance, the Brooklyn *Standard Union* says of the plan:

> So far it seems to have worked well in Yonkers, and there is very little doubt, with Governor Miller in office, it will work equally well in every other city of the State in which it is tried.
>
> It does not settle the question of public indorsement.
>
> The great majority of the people of this State may still be against prohibition, but it will secure enforcement of the law and, at least, prevent the political corruption which was so prolific a source of bad government in the days before prohibition.

Antiprohibitionists, in the meantime, grow increasingly demonstrative. According to *The American Issue*, a weekly paper published at Westerville, Ohio, to advocate "A Saloonless Nation and a Stainless Flag," an advertisement which recently appeared in a Baltimore paper is the forerunner of an organized publicity campaign on the part of the "wets." Thus both "wets" and "drys" seem to be pinning their faith to campaigns of "pitiless publicity," with some difference, naturally, in the views made public. The Baltimore advertisement, as reproduced in the January 20 issue of *The Issue*, runs:

> PROHIBITION CAN NOT BE ENFORCED!
>
> Consider These Facts, Mr. Citizen. Then ACT!
>
> The Volstead Law is visionary, unnecessarily drastic, ineffective, and blasphemous. No appropriations of public money can possibly be large enough to provide for even a semblance of enforcement. It has made lawbreakers of a large proportion of our population and is helping to create a nation of liars, sneaks, and hypocrites. The illicit liquor traffic with its new types of crimes and criminals is a result of it. It fosters drugs and dope. It is a departure from the principles of liberty laid down by our fathers and is an unwarranted invasion of personal rights. Its failure is breeding a disrespect for all law in the minds of our people, a serious national menace.
>
> It will be repealed if those opposed to it will join our association and merely let themselves be counted so that Congressmen may know how many of us there are. SUCH AN ASSOCIATION HAS BEEN FORMED with branches in many States. Its membership, already large, includes women and men prominent in the pulpit, in business and the professions, in society and in politics. They are:
>
> IN BALTIMORE:
>
> (Followed by names of Baltimore signers.)

The Issue comments that a regrettable feature of the situation is the number of prominent Baltimorians who have signed. Certain English publicists, also, look upon our antiprohibition movement with alarm, altho for a slightly different reason. One of them complains that England is in actual danger of drought because of the large and increasing demands for whisky made by America. English distilleries can not keep up with the orders. "The prevalent shortage of spirits in this country," complains a writer in the London *Evening Standard*, may be partly explained by the big whisky shipments to the United States Under a head-line reading, "Where Our Best Whisky Goes," *The Standard* quotes "a leading member of a big distillery firm" to this effect:

> "The United States importation of foreign whisky still goes on quite briskly. Permits are given to certain merchants there to import whisky for medicinal purposes.
>
> "To what extent the quantity is fixt British distillers do not know beyond the fact that all the merchants in the United States who have such permits are asking for supplies far greater than the big whisky-houses on this side can undertake to provide.
>
> "There is no doubt that in addition to the supplies sent direct to *bona-fide* merchants in the United States orders for whisky from contiguous countries are greater than ever before prohibition came into force, and there can be little question that this is being smuggled, by some means or other, across the border.
>
> "Of course, every precaution is taken by reputable whisky-houses on this side to avoid any undue quantity going to those countries. It is difficult, however, to gage the actual needs of those countries because the long stoppage during the war-period has rendered it practically impossible to calculate when the importers there have met their normal requirements.
>
> "The legitimate United States importers, it is hardly necessary to say, are above suspicion. At the same time, it is interesting to note that since the virtues of whisky as the finest specific known for the prevention and cure of influenza have been medically recognized, this epidemic appears to have come into remarkable prominence in American domestic circles, if one may associate the epidemic in any way with the quantity of whisky being imported for 'medicinal use.'
>
> "Meanwhile the recent reports that I have had from some Scottish friends out there did not suggest that lemonade and

Real Tire Economies are Here to Stay

THERE is unmistakable evidence that intelli-ent motorists and dealers vill never return to the ld wasteful tire buying nd tire selling practices.

The thoughtful man is eginning to realize that rift in tire buying depends pon *how well* he spends his re money—not on how *uch* he spends.

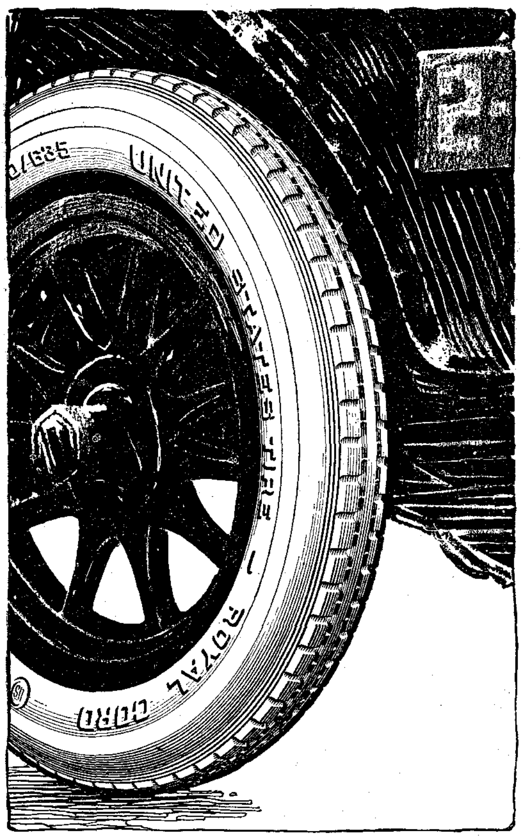
* * *

The right thinking tire erchant knows that the ealer who carries a split ock of tires and tells his stomers to take their pick, *throwing back* on them e very *duty* for which he ceives a *profit.*

He knows that it is the aler's business to know res through and through.

To select from the market e very *best tires* his cus-mers can get.

To concentrate upon these es and back them with his *reputation* and responsibility as a *tire authority.*



THE U. S. ROYAL CORD

A famous tire — and a famous tread. Acknowledged among motorists and dealers alike as the world's foremost example of Cord tire building. Always delivering the same repeated economy, tire after tire, and season after season.

The stripe around the sidewalls is registered as a trademark in the United States Patent Office.

* * *

The modern tire merchant is *ruling out waste*—cleaning his stock of odds and ends — and preparing for the new demands of the future.

The United States Rubber Company has always adhered strictly to its clean cut policy of stabilizing the tire business in the interest of the legitimate tire dealer and his customers.

Building a full and *complete* line of tires in *all sizes.* Each tire as *fine,* as *efficient,* and as *economical* as money, brains and human skill can make it. A tread for every road condition. A range of prices to meet the requirements of *every* motorist.

Thus reducing the dealer's risk and liabilities—*lowering* his inventory investment and his overhead expenses.

It is significant, therefore, that in *times like these* thousands of dealers all over America are *concentrating* on United States Tires. A *saving* to you and the dealer.

Remember the new kind of tire merchant when you are thinking of renewing your tires.

Jnited States Tires

Jnited States Rubber Company

ifty-three Factories

The Oldest and Largest Rubber Organization in the World

Two hundred and thirty-five Branches

iced drinks were yet thought particularly palatable for New-year toasts. Indeed, it is believed in well-informed United States circles that alcoholic beverages are not even now entirely unknown there during festive seasons."

NORTH CAROLINA'S FAMOUS DADDY OF THIRTY-FOUR CHILDREN

COLONEL ROOSEVELT would doubtless have approved of Reuben C. Bland, of Robersonville, N. C., who has become famous overnight as the man whom thirty-four children have called "Pa." Had an account of a family as numerically powerful as that of the Blands reached the Colonel when he was President, its head might have been offered a Cabinet job. As things are, however, the multitudinous dad apparently has had to be content merely with the fame brought by the publication of his story in some 1,400 newspapers throughout the country. The tale was first told in the Norfolk *Virginian-Pilot.* It was copied extensively by other journals, and at last sent out, boiled down, by the Associated Press and other news syndicates. In addition to all the press publicity, the Bland family has received extensive advertising through the films. The result is that this heretofore obscure North Carolina farmer's family to-day occupies a place in the public mind almost as conspicuous as that of Babe Ruth, Charlie Chaplin, and Senator Harding. Every little while an automobile stops outside the Bland home, we are told, and somebody comes in to take a picture or have a chat. Letters are pouring in by the bushel, containing expressions of commendation, wonder, sympathy, or advice, offering to sell various commodities, from baby foods to automobiles, or merely asking innumerable and often foolish questions. Mr. Bland is sixty-five years old, but looks young for his age, it is said. Twenty-four of his thirty-four children are alive. He has been married twice, his first wife having been the mother of fifteen, while the present Mrs. Bland, who is forty-six, has brought nineteen into the world, including one set of twins. Some days ago the representative of *The Virginian-Pilot* who first wrote up the Bland family was in the vicinity of their home once more and concluded to pay them another visit. He found Mr. Bland quite cheerful in spite of the burden of notoriety that had been thrust upon him. The extensive parent showed the visitor some of the letters that had come to them, commenting freely on each. We reproduce a few of these herewith, the first being one from an Ohio man who says he never before knew how lucky he is with only eight children. The letter follows:

DEAR MR. BLAND:

I saw in the Cleveland paper where you were the father of thirty-four children. I'm the father of eight myself, and I have an awful time keeping them in food and clothing. I've worried a lot, but after reading about the size of your family, I decided that I have no right to kick. In fact, I realize now that I never have known how lucky I am. I read the piece in the paper out loud to my wife. "There's a man who ought to have a medal," I told her. "There's a man who ought to be hung," she said. But that's the way with a woman. They never can take a joke.

I hope you'll live long enough to be the father of thirty-five more. Please write me if any more come.

Yours in sympathy.

Another letter addrest to Mrs. Bland came from a professedly envious spinster. She wrote:

DEAR MRS. BLAND:

I have just finished reading a most remarkable article in the Nashville paper about the size of your family. It is almost too wonderful to be true. Imagine being the mother of such a splendid number of children! I am sure that when you see them all together your breast swells with pride. What a pity that more women could not know the joys of having such a grand family. How I envy you! I am a spinster and have never had any children, but I dearly love them and love to play with them. Just imagine having thirty-four to play with! Wonderful! Please do send me a picture of the darlings. I would certainly appreciate it.

Devotedly yours.

Mr. Bland opined that the foregoing letter must have been written by a "nut." "She might love to sit and play with thirty-four children," he said, "but I wonder how she would like to wash and cook for that many?" A Kansas man's letter suggested that he felt Mr. Bland had got him into trouble. His letter reads:

DEAR MR. BLAND:

In reading the Des Moines paper yesterday I came across an item which stated that you were the father of thirty-four children. Incautiously, I read the article aloud, so that my wife could hear it. I wasn't paying any attention to my three little girls and four boys, but it seems that they were very much interested in it.

That night, when they went to bed, they said their prayers as usual, and the boys added a postscript to the effect that they hoped God would bring them thirty-four little brothers to play with. My wife had a narrow escape from apoplexy when she heard them. She's a great believer in the power of prayer and she cried almost half the night. I just wanted to tell you about the trouble and worry you caused us. My wife won't hardly speak to me, altho, goodness knows what I've done. If I should have thirty-four children in my family I just want to tell you that I will hold you personally responsible.

Very truly yours.

A man of seventy-two ruffled the bland Mr. Bland somewhat by asking many questions involving a multitude of facts and figures. He wanted to know at what intervals the Bland children had been born, what they were fed on, what the annual clothing bill was, and a lot of other things of an intimate nature. Bland remarked he couldn't understand why an old man should want this information, adding, "It's time he was dead, anyway." One letter-writer wondered how the father managed to buy Christmas presents for all his children, and a New York piano house kindly suggested the purchase of a piano to help amuse them. Mr. Bland commented that a piano in his house would last about as long as a bag of peanuts around an elephant. A Philadelphia publishing house offered to sell a book on "How to Raise the Child." Mr. Bland regarded this offer with scorn. "I'll bet he's never been the father of thirty-four children," said he, and added, "If I'd raised my children according to his teachings they'd probably all have been dead by this time." At this juncture the newspaper man interposed an inquiry of his own as to how the Bland family managed the clothes problem, and whether the clothing was handed down from child to child. Mr. Bland replied:

"Well, in the majority of cases it works that way. Take little Woodrow there, for instance, he's wearing the same sweater that my wife knit for Joe, our eldest boy. As a usual thing, tho, the boys' clothes don't stand for more than three changes of ownership. Now you take Frankie, that little fat fellow standing in the door. He weighed fourteen pounds when he was born and he is about twice as heavy now as he ought to be. None of the other boys' clothes would fit him. Frankie is what you might call an expensive child. The girls' clothes last longer. They can fix their dresses up in so many different ways that it's only a question of how long the piece of goods will wear. Girls are not anywhere near as hard on clothes as boys are, you know."

Mr. Bland fished out another letter from the pile, from a soldier who had been in France and opined that in that country, for instance, a man like Bland would come into high honors

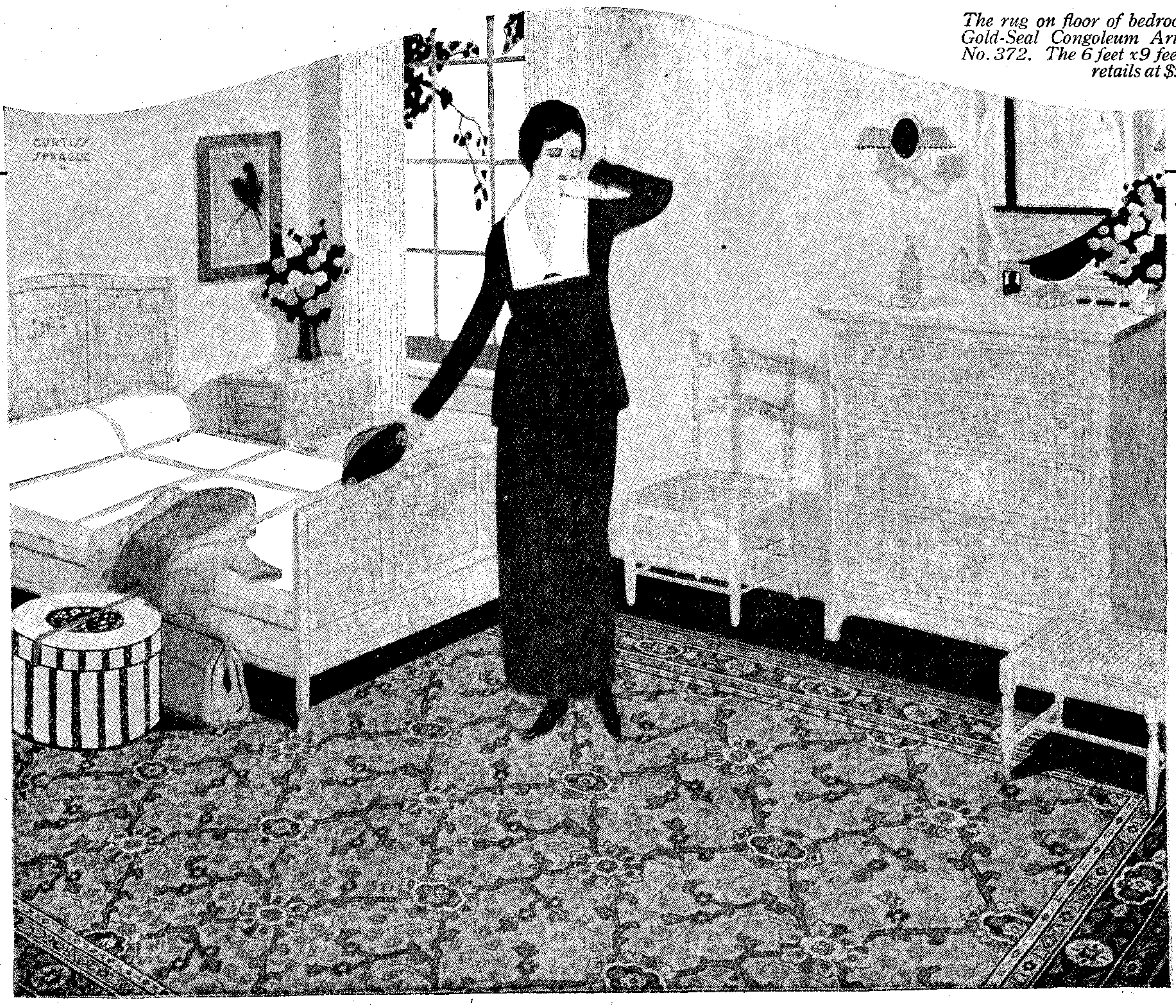
DEAR MR. BLAND:

The story of your big family interested me very much. You deserve a lot of credit for the big boost you have given the population of our country. Just think how fine it would have been if every other man in the country had done likewise?

I served overseas during the war and spent a considerable time in France. France, as you know, is sadly depopulated as a result of the war. If they had a man like you over there they'd put him in the same class with Joan of Arc and Napoleon. I'll bet if you lived in France you'd be elected the next President.

Sincerely yours.

The rug on floor of bedroom is Gold-Seal Congoleum Art-Rug No. 372. The 6 feet x 9 feet size retails at $9.75.



"WHAT a charming room!

"You'd just know Ethel had arranged it all. I never saw anyone like Ethel for getting beautiful effects without being extravagant.

"Those window drapes—that cretonne-bottomed chair—the lamp shades—she's given them all a magic touch that makes them look as if they belonged to this room!

"And the rug—I wonder where she got that attractive rug!"

NO wonder the guest exclaims! But her hostess' explanation is simple. The secret of this interior is the Congoleum Art-Rug. It suits this little guest room to a "T"—neat, cozy, and beautifully spotless!

House cleaning ceases to be a burdensome, wearing task when the floors are covered with Congoleum Gold Seal Art-Rugs. A damp mop removes every speck of dirt from these waterproof rugs in short order.

Because they respond to quick treatment, they are enormously popular with the modern housewife.

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A NATION-WIDE POLL ON THE RETURN OF PROSPERITY

(Continued from page 10)

in the market excepting that which is in the hands of the manufacturer." For the United Cigar Stores of America, Vice-President C. P. Sherlock, says: "Our business following this holiday season shows no sign of reduction compared to the same period of 1920. There are many indications showing a restoration of confidence in the future. At best an answer to the question of a date for actual business recovery would be a guess."

Royal Typewriter Company, by President G. E. Smith, reports present activity "about 50 per cent. of capacity. Domestic sales improving very slowly; expect business recovery in fall of 1921."

Trenton Potteries Company, by President J. A. Campbell, replies: "Running about 60 per cent. on old orders which customers can use. New orders very scarce at present. Expect to 'mark time' until March. Hope for improvement in our line by March or April."

International Paper Company, by President P. T. Dodge, reports "a more than normal demand for news paper, but very little demand for bag, wrapping, and high sulfite papers. Feel conditions will improve with general business; expects actual recovery during the early spring and gradually." West Virginia Pulp and Paper Company, by President John G. Luke, reports, "our production for December 81 per cent. of capacity, and orders coming in at the rate of 65 per cent. of capacity. Slight improvement in conditions—probably go along for a couple of months as at present and get back more nearly normal by April 1."

Of paper products, cartons, etc., Robert Gair, Chairman of the Robert Gair Company, Brooklyn, observes that the still fair condition reflects "the state of other merchandising businesses." Reduced working-hours keep his organization together. Business reaction has followed an extraordinary industrial spurt. With the diminution of stock comes the assurance that there will soon be an improvement and that purchasing will begin. Recovery is at hand. Advance toward normal will be progressive and conditions will not become worse. Further, "the new administration is pledged to certain policies which will remove European politics from minds that can be bent to the solution of our sufficiently serious domestic problems. The resumption of foreign trade will be a slow process, until the United States takes a more aggressive attitude in its development, especially in South America and the oriental countries."

In automobile and allied industries, a report from President Alvan Macauley, Packard Motor-Car Company, Detroit, says of the present condition: "At low tide. Conditions about stationary. Expect recovery in February." B. G. Work, President of the B. F. Goodrich Company, reports present condition of activity "very low. Conditions 'about to improve.' Expect business recovery to begin in about ninety days." In an elaborate review of the rubber industry for the past year, Samuel P. Colt, Chairman of the United States Rubber Company, says: "The peak of general business was not reached until after the middle of the year, since which time the rubber business has been on a descending scale and prices of commodities entering into the manufacture of rubber goods have receded more rapidly even than they advanced, so that to-day crude rubber, cotton fabrics, and other supplies, are selling for less than half what they were six months ago and in many instances below the cost of production. We know from experience that the pendulum swings too far in each direction, and I believe that the rubber business, along with other lines, will gradually reach a healthy plane which will be satisfactory to both producer and consumer."

Herman A. Metz, President of H. A. Metz & Co., New York, says: "We in the dyestuff industry are suffering from the curtailment of activity by the woolen- and cotton-mills. Conditions apparently are improving somewhat. Recovery, of course, will depend entirely upon the ability of the textile manufacturers to dispose of their goods to those who supply the consuming public."

ECONOMISTS ANSWER

Economists who favor The Literary Digest with replies to the business questionnaire take a long and broad view of the situation. Their careful choice of words in expressing opinions should be noted. Their background knowledge and continuous study constitute a check upon undue pessimism or mere optimism. They have no axes to grind or sell. A strikingly large proportion—twelve out of twenty-two—do not hesitate to say that worse conditions may be expected, at least temporarily, in the gradual process of readjustment. Most of these authorities think dates for actual recovery can not come before next fall, if then; while not a few point out that years for necessary readjustment are ahead of us.

We repeat the questions asked: (1) What is the present condition of activity in industry? (2) Do you think conditions are improving, or are likely to be worse before they are better? (3) How soon do you expect the business recovery will actually begin?

Answers listed under names of universities and colleges are not to be misconstrued as official utterances of these institutions. They come with personal and professional authority.

Harvard University

T. N. Carver, Economist: Present condition "dull. Considerable unemployment because of lack of orders and uncertainty as to the future." Conditions "probably worse before they are better." Expect business recovery "not before autumn, 1921."

Joseph Stancliffe Davis, Assistant Professor of Economics: Present condition "deprest." "On the whole," likely to be worse before they are better. Expect business recovery "in the spring, on the whole."

Other Harvard professors state that they are not in a position to make statements other than such as are contained in regular university publications issued by the university committee on economic research.

Dartmouth College

Malcolm Keir, Professor of Economics: "Persistent decline" of activity; conditions likely to be "worse"; beginning of business recovery "November, 1921."

Amherst College

Walter W. Stewart, Professor of Economics: "Idle plants and increasing unemployment due to unprofitable markets. Uncertainty as to extent of further price declines. Conditions will be worse. Business failures will accumulate and decreased purchasing by farmers and wage-earners will spread the dull times. Recovery possibly by the autumn of 1921. Recovery must be international."

Brown University

Floyd L. Vaughan, Professor of Economics: Present activity "about 50 per cent. of normal. No improvement now. Worse before better. Recovery beginning September, 1921. Gradual."

Yale University

T. S. Adams, Professor of Economics: Activity "seriously checked in many lines. The depression is by no means universal, however, as appears from the collections of sales taxes made by the Federal Government. The worst is probably over, altho I expect further declines in retail prices and wages. Expect business recovery will begin not later than June, possibly as early as March, 1921."

Irving Fisher, Professor of Political Economy: Present condition of activity "deprest." Conditions "improving slowly." Expect business recovery will actually begin in "April."

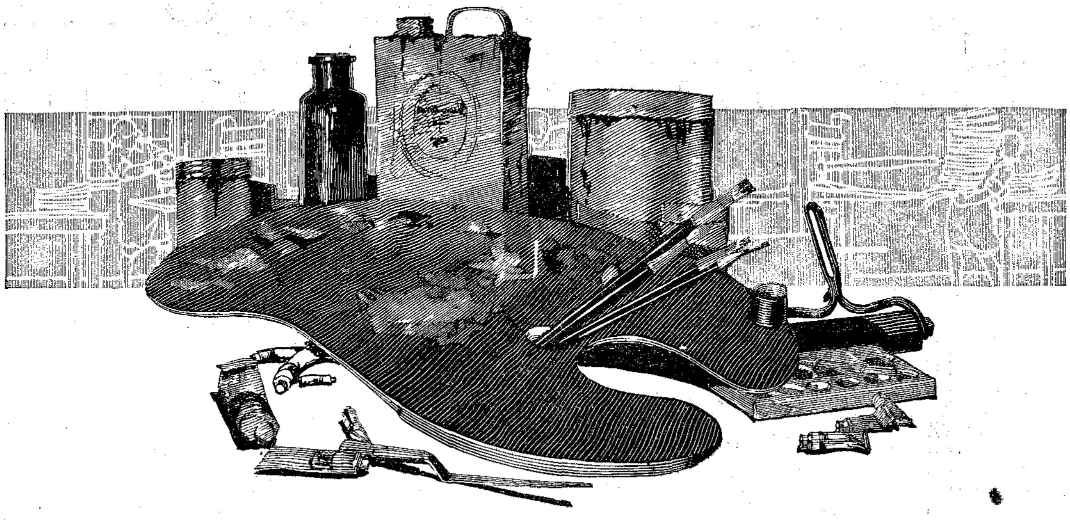
Wesleyan University

Henry B. Hall, Professor of Economics: "We are at the start of a slight but only a temporary recovery from the depression of the fall. Neither the banking nor the industrial situation has cleared enough to permit a permanent change for the better. Conditions will be slightly better, then worse than they are now. Real recovery can not come until the artificial stimulus to prices caused by redundant currency has been removed. Of course, prophecy in regard to any human event is always dangerous. We have not yet gone through with the clearing-out process in banking and industries that must be ultimately experienced. I mean by this, a great reduction in bank loans, an appreciable increase in reserves, and a marked curtailment of Federal Reserve notes. When these events have taken place, and not until then, can we look for a permanent improvement in business conditions."

Lloyd P. Rice, Assistant Professor of Economics: "Depression in most lines of production; retailing fairly good for past month. Think conditions will be probably worse before much better, tho some lines are already picking up. Expect business recovery next spring, perhaps April, tho no marked recovery before autumn."

Columbia University

John Bates Clark, Professor of Economics: Present activity "checked somewhat by slackened demand and accumulated stocks." Conditions are "improving in the sense of beginning to become more normal. Further checks on output are fairly probable, but not, as I hope, extensive or paralyzing ones. Recovery in the sense of approaching a sounder condition has begun already. Recovery of volume of output is probable later. It would be rash to set a date for full recovery of volume of output. I shall, however, be disappointed if the lowest point is not reached and the



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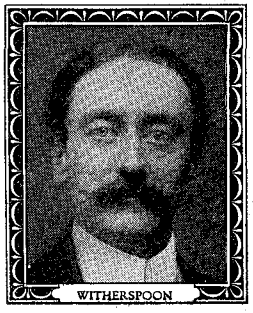
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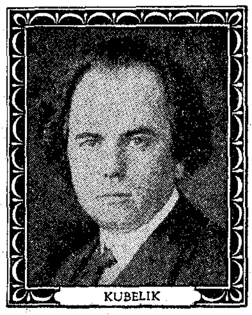
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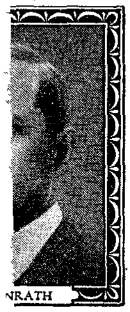
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upward movement begun within the year 1921."

New York University

Willard C. Fisher, Professor of Economics: Industry is "manifestly deprest in general, and in nearly every particular line. Conditions are improving in some few lines, but as a whole are likely to be slightly worse. Improvement will spread slowly, becoming rather general by early or midsummer."

Bronson Foster, Assistant Professor of Economics: "Most manufacturing industries are quiet, with New England apparently in best condition generally; wholesalers are doing a little more business than in late December, but in general find sales slow; retailers in most lines are selling less than in late December. Conditions are improving. Labor, especially in New England, is adopting a fairer attitude than was expected apparently in some quarters; wholesale prices generally seem to have approached near to rock bottom, with exception of such lines as iron, steel, petroleum, and coal; retail prices, however, must go much lower in many lines. Expect business recovery to begin as soon as retailers have reduced prices to a point where the public will step in and buy, thus releasing funds now tied up in inventories, for replenishment of stocks at new price level. This may take from two to eight months, varying with many lines. The credit position is strong. We must not expect boom times in the near future, however, because of foreign exchange situation. We may expect a period of sane, conservative business development."

College of the City of New York

Guy Edward Snider, Associate Professor of Foreign Trade: "Commercial failures will increase for the next three months." Expect "easy money in the spring accompanied by slow improvement in industry." Cancelations due not only to decline in price, but also due to oversold condition of manufactures during the period of the 'sellers' market.' This led the buyer to order three or four times the actual amount of merchandise needed from several sources of supply, hoping thereby to receive delivery of his normal requirements. The consumers' strike led to his cancelations. This has undoubtedly gone to extremes, and he will in the spring be forced to place new orders to meet the demand."

Frederick B. Robinson, Dean of the School of Business and Civic Administration: Industry "is steadily slowing down and the relationships of various lines of activities are being readjusted. Conditions likely to be worse before complete readjustment and subsequent improvement take place. Recovery will not be general at first, but it will be in special lines and in certain localities. Complete general readjustment and a full upward swing can not be expected in less than two years."

Cornell University

H. J. Davenport, Professor of Economics: Present "depression—reaction. Near to bottom, likely shortly to improve. Not greatly for two or three months."

University of Pennsylvania

E. M. Patterson, Professor of Economics: Industry "inactive and becoming increasingly so. I expect conditions to become worse. There will probably be a temporary improvement in the spring followed by a slump. With qualification stated I expect a considerable depression for several years."

University of Chicago

H. A. Millis, Professor of Political Economy and Arbitrator Men's Clothing Industry: Activity of industry "at a low ebb. Little being done in building trades and construction work; clothing industry 30 per cent. capacity; other manufactures from this figure up to about normal. Worst time at end of December, depression and usual seasonal lull coming together. Some signs of improvement now. The business psychology distinctly improved, and that alone is hopeful. Recovery has already begun. Expect still further improvement, but it will be months before approach to normal in industry is general."

H. G. Moulton, Associate Professor of Political Economy: Condition of activity "is the most deprest that it has been since 1893. Conditions are not improving yet. I look to see no material change for the worse. There may be a slight improvement in the spring. But there is little likelihood of a general recovery before autumn. In view of the disturbed world conditions, moreover, we are likely to have several years of relative depression."

Chester W. Wright, Professor of Economics: Industry "slowed up and below normal awaiting liquidation of existing stocks and hesitating to produce till costs have become more stabilized. I think conditions are likely to be worse in the next few months and some stability in prices must be reached before marked improvement comes. Some lines should pick up somewhat inside of five or six months, but I do not look for much activity then nor anything like a boom for several years, as I believe the general price-level will tend slowly downward for some years."

Leland Stanford University

Eliot Jones, Professor of Economics: Present activity "poor." Conditions "will be worse, undoubtedly." Expect business recovery "not before spring, and probably not then."

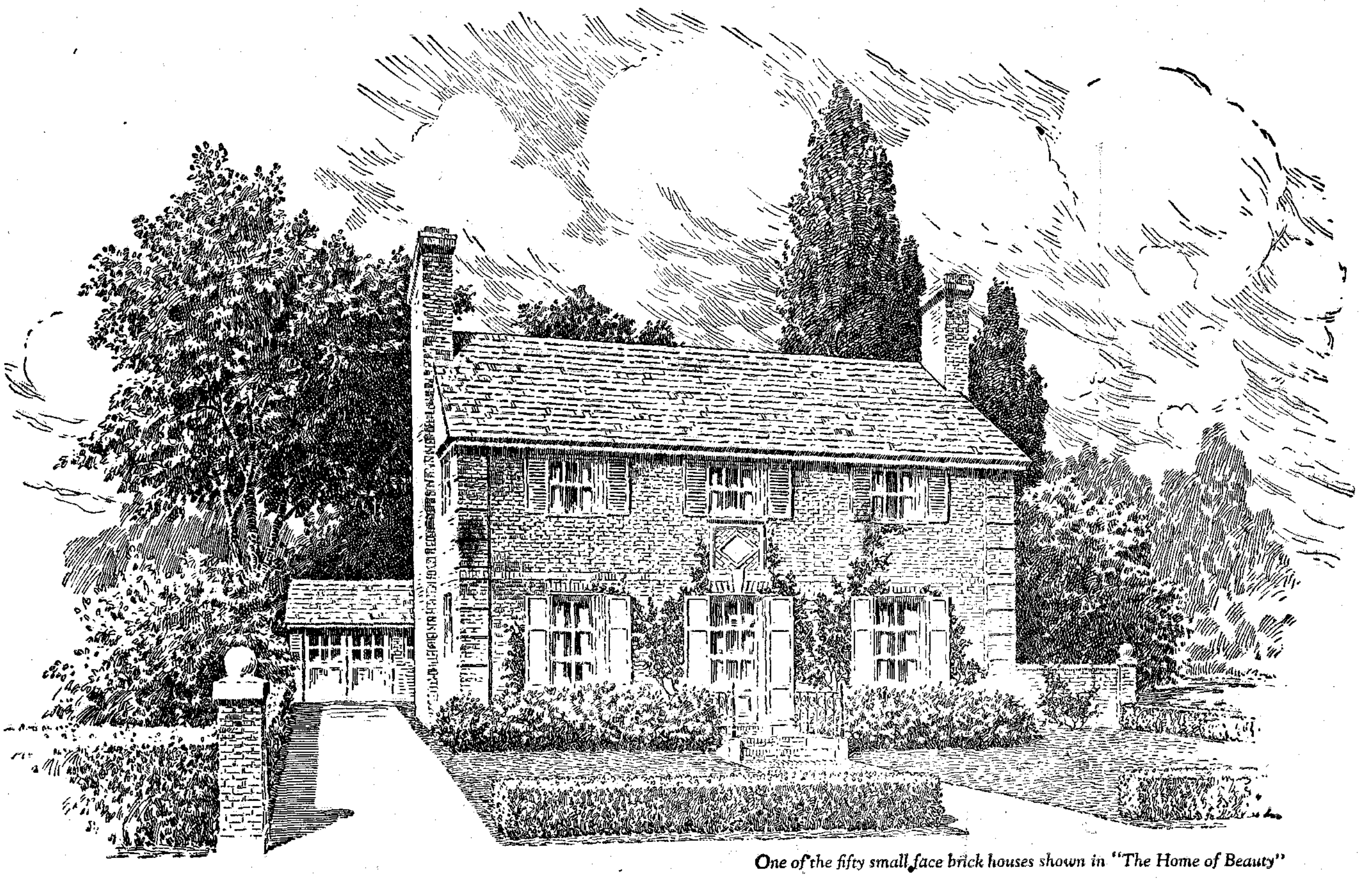
M. S. Wildman, Professor of Economics: "In this Santa Clara Valley packing-houses are full of unsold fruit; unemployment, always serious at this season, is accentuated by influx of idle men from colder localities. Retail sales small, as farmers are slow to buy. No improvement yet; all would seem to depend on fruit sales. This in turn on arrangement to increase credit in export trade. Prosperity here rests on just two things: The fruit harvest—largely a question of weather—and price of fruit. Governing this are two factors—the export trade and the consuming power—prosperity of the rest of the country. Personally, I look for two or three years of relatively dull times, some liquidation of land prices, and some insolvency."

FINANCIAL EDITORS

NEW ENGLAND STATES

In New England financial editors report full activities only in the large paper and pulp mill at Augusta, Me.; canning and pottery at Portland, Me.; the typewriter and turbine factories at Hartford, Conn., and miscellaneous factories at New Haven. Estimates for cotton-mills run from 40 to 50 per cent. of normal activity; for woolen-mills estimates vary from 53.1 per cent. idle to 60 per cent. normal—a few mills resumed in January. The leather industry, prostrate in 1920, includes more optimistic concerns now; low prices of shoes prevail, retail business is fair, but exports have fallen off; the canvas-shoe center at Lewiston, Me., reports 40 per cent. normal. Wood-working establishments in Vermont are dull. At Waterbury, Conn., the brass center, there is 50 to 70 per cent. of normal production, according to separate estimators, and less than that in clock manufacturing, altho varied products counteract depression. At Providence, R. I., 10 per cent. of the metal trades employees are out of work, and jewelry is badly deprest. In Hartford, Conn., tool factories are deprest; Hartford unemployment is reported as 5,000 out of 25,000. Rifle-makers at New Haven, Conn., are reported to employ one-third of their force, but other industrial concerns continue with full crews; 10 per cent. below normal is one estimate for all New Haven factories. In Boston, confectionery is flat with little business in sight, and fishing suffers from low prices and overproduction due to the use of steam trawlers.

Six New England financial editors believe conditions will be worse before they are better; two are altogether non-committal; nine foresee only improvement, three of the latter finding that improvement has already begun. Five editors find that their people fix the date for the beginning of recovery in "spring months," two definitely in April, one in May; four discover indefinite hopes within the coming year. The Concord (N. H.) *Patriot* says conditions have "already commenced to pick up"; the Concord *Monitor*, "speaking conservatively, doubts improvement this winter; generally thought that an upturn will come in the spring." The Boston *Transcript* thinks conditions "must improve from this level. Business men more optimistic. Expect recovery in the spring generally." The Boston *American* considers conditions now at their worst; improvement will be slow until foreign exchange becomes more normal and Europeans obtain regular credits for purchases, recovery date "from three months to one year." The Providence *Journal* and *The Tribune* agree that the worst is over and gradual steady improvement is in order; the former says "slow recovery expected to culminate in normal conditions about April"; the latter finds people dating recovery before the end of January." Other New England forecasts include: "We think conditions are likely to be worse before they are better. Conditions are good with us. Business recovery expected not before spring."—Kennebec *Journal*. "Likely to improve; mills go to five days' basis in a week or so. Shoe shops indeterminate."—Lewiston *Evening Journal*. "Likely to be worse. Recovery date uncertain."—Portland *Press*. "Will most likely improve; recovery expected April."—Manchester *Union-Leader*. "Likely to be worse all over U. S. A. before better. What use to guess? Recovery must be slow."—Burlington *Free Press*. The Springfield *Republican* thinks conditions "may be worse; business recovery expected in the spring or summer." The Springfield *Union* replies: "Look for slow improvement; recovery expected not before spring—perhaps not until early summer." The Waterbury *Republican* answers: "Waterbury looks for better conditions. Orders to factories are slow, but the bright point is that the consumers of our goods are with empty shelves which must be replenished without any long-continued delay." The Waterbury *American* sees "probably little change; recovery expected middle of spring—that is, by most business people." Conditions "likely to remain as at present for three or four months. Manufacturers predict revival by middle of May."—Hartford *Times*.



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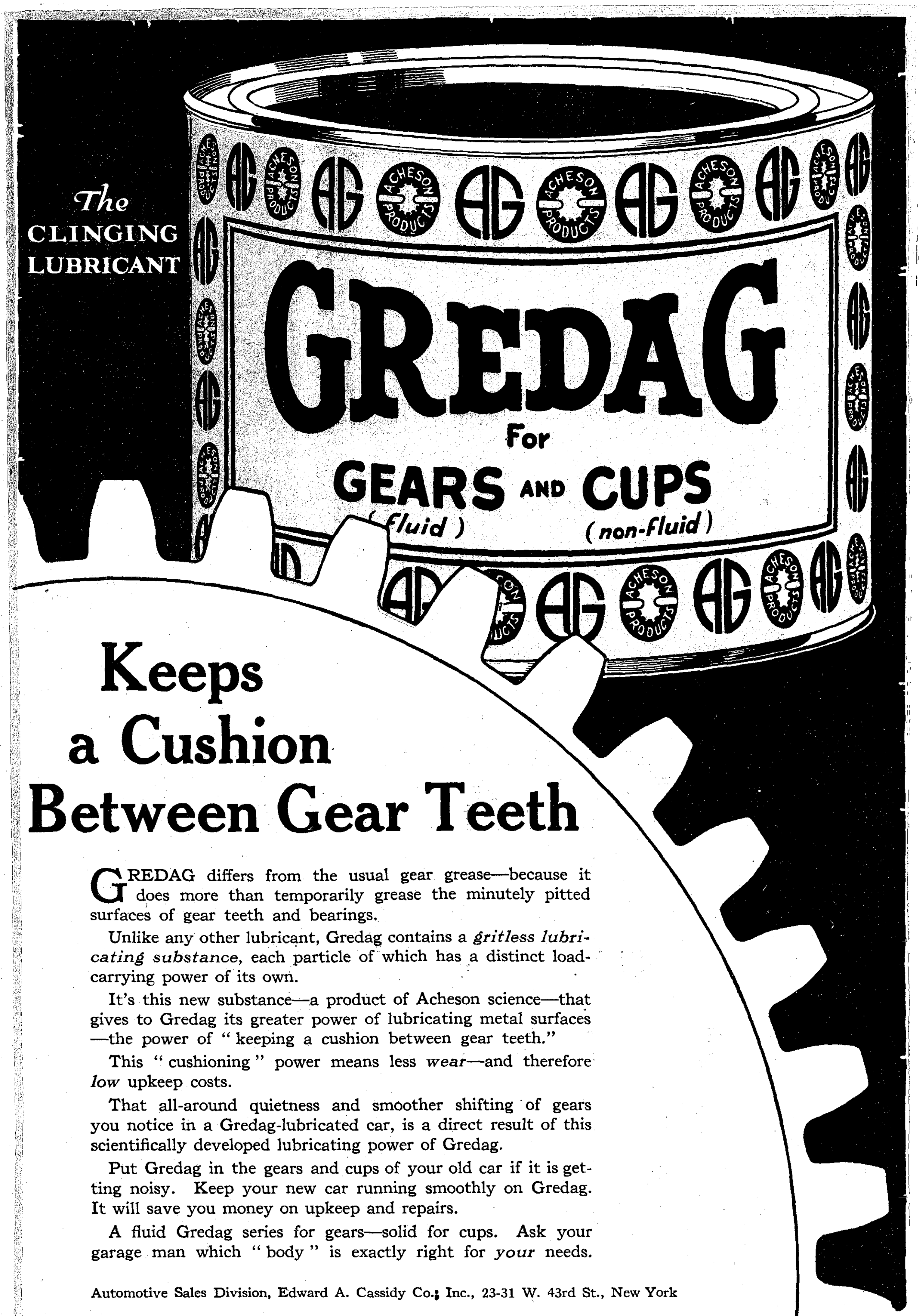

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Improvement "has already begun."—New Haven *Times-Leader*. "Worse" conditions likely; "opinions regarding recovery divided between next spring and fall."—New Haven *Journal-Courier*.

NEW YORK STATE

"Stock market rather active," is the brief but comprehensive answer from the financial editor of the New York *Evening Mail*, for "the principal industries of his region." Further we read: "Think worst has been seen but expect period of dulness"; he replies to the question as to prevailing opinion about recovery date, "expect general business (commercial) about April."

The Brooklyn *Eagle's* financial editor reports present conditions of activity: "Clothing about 25 per cent.; metals and machinery about 60 per cent.; shoes was 50 per cent., slight improvement." He adds: "Clothing and shoes may improve slowly. Metals worse before better. Many people hope for better things in spring."

Up-State, "normal or better," are printing industries at Albany; paper manufacturing at Watertown; glass and other factories at Corning, according to answers to our questionnaire. These bright spots are exceptions to the general lower percentages of industrial activity reported throughout the State. Slackened railroad shops affect both Albany and Corning, but Corning also has "big municipal and housing operations on." Watertown, prosperity appears to have been uninterrupted. Local conditions vary in the large number of sizable cities in the Empire State and signs of improvement are reported from most of them. There are financial editors in Syracuse and Buffalo who think conditions likely to become worse before they are better. Others find some business men non-committal. Most opinion forecasts movement toward business recovery this spring.

Among answers from Albany the most definite reads: "Railroad shops practically shut down; felt-mills about half time; printing industries full time." Conditions will "most likely improve," with recovery date "along about March 1, 1921."—*Argus*. "To be better," recovery beginning in "two or three months."—*Times Union*. *The Evening Journal* describes most of 125 industries as "quiet"; says officers of Chamber of Commerce report that "unemployment is not yet a problem"; optimism prevails; "manufacturers and business people look for a decided revival in industry and commerce to begin in the spring. Present believed to be period of temporary readjustment." The editor of *The Sunday Telegram* sees "in knit goods and shirt factories early resumption with readjustment of wages," and reports that actual business recovery "depends largely upon real intention of railroads toward shopmen."

Poughkeepsie reports "agricultural implements slightly below normal; textile goods fair; automobile accessories almost completely closed. Signs of improvement already showing. Recovery April 1." At Schenectady 80 per cent. capacity is the report for big electric and locomotive industries; conditions "likely to improve"; recovery "this spring."

Utica textile, knit goods industries, "all have been closed for weeks, but three or four have just opened up again on orders. Conditions seem to be improving. People are hopeful that beginning of business recovery will be soon."

Auburn reports production of harvester implements 70 per cent.; ropemaking 80 per cent.; Diesel engines 60 per cent., but "many orders and waiting for lower prices of raw materials"; shoes "idle but resuming at 25 per cent. of normal." "We look for slow but steady improvement here. Retail merchants are cautious but manufacturers expect to be going strong by March 1. A few expect low prices for raw materials in April to stimulate their output."

In the well-diversified manufacturing center at Elmira conditions are: "One large foundry running full time; all other industries with about half ordinary force or less; a few are closed." The financial editor of *The Star-Gazette* thinks "gradual improvement will begin this month or next"; people are "hopeful but non-committal" on recovery date.

At Binghamton, home of the "world's largest shoe-manufacturers," this industry is described in answers received as "running very light" and as "running about five days a week with few workers laid off." It is stated that apparently the slump here came months after pronounced depression in New England. Cigar-manufacturing is "good" and miscellaneous manufacturing "fair," according to one report; cigars at about 75 per cent. and furniture at about 60 per cent. normal are other estimates. Conditions "are improving already"; recovery expected "within the next two or three months," says the editor of *The Morning Sun*, who believes that the "surprizing optimism now displayed by manufacturers and merchants is well founded." Conditions "appear to be improving," says the editor of *The Press*. Business recovery expected "within the next few weeks. Orders already are better in practically all lines except the shoe business."

Exceptionally prosperous conditions and outlook are reported from Corning. Glass, machinery, foundry, and various industries are running full time. Railroad shops and operating crews are half force. Conditions may shift a bit, one up when another is down, reports the editor of *The Evening Leader*, "but the city has big municipal and housing operations on with millions to be spent this year on bridges, schools, pavements, etc. Business for December in retail broke all previous records. Local stocks are being reduced rapidly in seasonable lines. Bank clearances for year exceed any in history by millions. Hundreds of railroad men absorbed in other industries immediately."

Activity of chief industries in Syracuse is rated, in answer to our questionnaire, thus: automobiles and gears "better than normal," "about 60 per cent. normal"; chemicals "85 per cent. normal," "nearly normal"; tool steels "working about half time"; typewriters "nearly normal." The financial editor of *The Herald* thinks conditions "are not likely to be worse. The recovery has already begun, but may slump later." The *Post-Standard* man believes that "first two or three months of year will show continued depression, perhaps worse than now, after that gradual revival. Business men here hesitate to make any prediction."

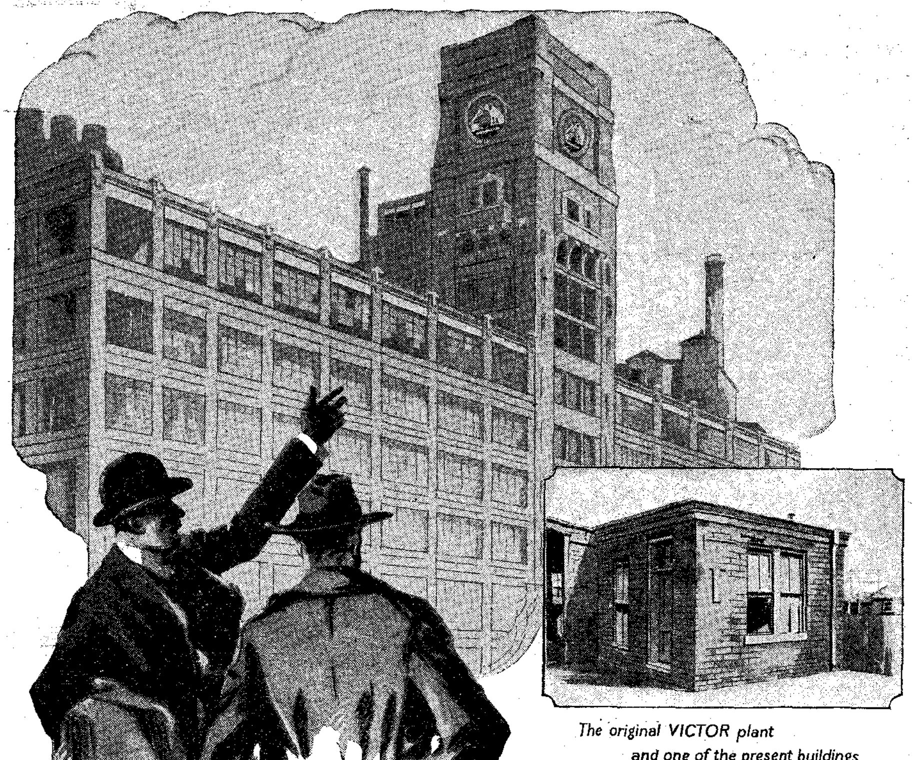
At Rochester, camera, optical goods, clothing, and shoe industries "busy," range from 50 to 75 per cent. normal; indications of "full capacity by February 1." The financial editor of *The Post-Express* writes: "Betterment began this week when many clothing and shoe firms took on several thousand laid-off employees. Banking circles are greatly imbued with optimism and express confidence that the well-defined upturn in business conditions already developed will continue." The editor of *The Herald* specifies: "Improvement already noted in shoes. Clothing workers have been notified to expect active resumption of operations at any time; some factories already working on new orders."

"We have not felt any decided slump locally," replies the editor of the Watertown *Times*. "The print-paper industry, which is spread throughout this territory, has been very strong ever since the war started, and the contract price for most of the paper is now still at the peak, 6½ cents. There will probably be a decrease, but we do not look to see any serious condition. Our local prosperity gained such impetus while the paper market was so strong that we are being carried by any hard spots now. Watertown is the biggest inland cheese market in the world, and our farmers have followed the decline in milk prices, but they are still prosperous and are spending their money. Dairy products not likely to go much lower." *The Daily Standard* finds indications of "steady improvement" and expectation of business recovery "within next sixty days."

At Batavia, *The Daily News* rates both agriculture and manufacturing of agricultural machinery at 100 per cent., the latter "never having fallen below 70 per cent. capacity." Mining of gypsum, now 60 per cent., will show "revival as soon as building starts." People expect business recovery "within six months." Retail business is good now with marked-down prices and liberal buying.

Niagara Falls' greatly varied industries, chemical, carborundum, carbid, graphite, etc., experience "general depression. Many plants have laid off men and few are employing more than ever." The editor of *The Niagara Falls Gazette* says, "we look for an improvement. Business is better and expect it to improve gradually."

Buffalo financial editors stress the fact that "next to New York," the United States Census Bureau shows Buffalo possest of "more diversified industries than any city in the country." "For this reason, perhaps," writes the financial editor of *The Enquirer*, "the city has suffered less from the depression than most other cities, having approximately 20,000 men out of work with probability of the number being increased to 30,000 in the near future." Two out of four editors who reply think that conditions are likely to be worse before they are better; one finds that business men are optimistic, yet are "one almost in the assurance that improvement can not come until fundamental conditions are changed." *The Express* says, "likely to improve," "recovery expected by spring." *The Times* mentions the depression in the wholesale produce market, and thinks "retail commodity prices and unskilled labor must deflate consistently" to prevent paralysis of business generally. *The Evening News* points to increased bank clearings, and reports varied activities, steel and iron, 50 to 70 per cent.; grain and milling, 60 to 80 per cent.; chemicals and explosives, 60 to 70 per cent.; automobiles and trucks, approximately 50 per cent.; clothing, 50 to 60 per cent., with indications of improvement in all but steel and machinery. *The Times* reports expectancy of business recovery "about June 1"; *The Enquirer*, reporting expectancy of recovery in spring, well under way in the fall, adds: "Normalcy is not expected until the end of two or three years. Conditions will probably be much worse before the initial improvement sets in."



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NEW JERSEY, DELAWARE, DISTRICT OF COLUMBIA

New Jersey reports are conservatively shaded. At Trenton the conditions specified are: "Structural steel, wire, etc., about normal; pottery, all kinds, about normal but rapidly improving; rubber, hard rubber, tires, etc., below normal as result of overproduction. Conditions will remain about the same until late spring, but people expect sharp business recovery and activity about April 1." At Camden: "Ship-building busy on government contracts; tanneries idle for several months; talking-machines, working better than half time. General opinion of factory men is that depression will continue with probably worse conditions before conditions finally adjust themselves. Statements as to date for actual business recovery vary between April 1 and July 1."

In Wilmington, Del., called the seat of the powder industry, there are said to be between 8,000 and 10,000 people out of employment, "possibly due to the readjustment of the wage-scale." Specifically, among three leading products, hard fiber is doing little business, while glazed kid and boat- and car-building are at a standstill. Numerous plants, idle or with small forces, are overhauling and making improvements to meet expected early resumption of business. "Operations will begin just the minute industries can secure the raw product at readjusted prices." Statements made forecast gradual pick-up of business, and belief that by spring industrial plants will be running with full forces on full time.

For Washington, D.C., the financial editor of *The Post* reports the principal industry, merchandise, as "dull, with goods moving slowly and marked priced reductions. Do not think bottom has yet been reached." People expect recovery to begin "probably by next fall."

PENNSYLVANIA

Of principal industries at Philadelphia, the financial editor of *The North American* mentions "textile-mills on short time or closed," adding: "Industrial conditions here generally depressed. There are indications in general lines that worst has been seen. So far improvement is slight. General belief is that recovery will begin in February and gain and spread gradually." The financial editor of *The Evening Bulletin* reports activities: "Textiles (720 mills), 25 to 30 per cent.; iron and steel, 50 to 60 per cent.; leather, 20 per cent. Conditions likely to improve. Expectancy of recovery date April or May."

At Chester, steel, textile, and ship-building activities are reported "about 50 per cent." The editor of *The Times* thinks "there will be little or no improvement here until April or May." People are "hopeful for a resumption in the spring."

"Inactive, except umbrellas," says the editor of the Lancaster *Intelligencer* of a diversified list of industries, tobacco, silk, linoleum, cotton-mills, etc. "Business leaders say worst is over; president biggest bank says, 'Worst is yet to come.' Opinions divided as to recovery between March 1 and October 1." The editor of *The News Journal* reports all industries "operating on reduced schedule, steel about at a standstill." He thinks "by every indication conditions will grow worse" before actual business recovery, on which "guesses range from April to 1922."

"Best in many years" is Scranton's basic industry, anthracite coal, according to the editor of *The Republican.* "Textiles about shut down; heavy hardware lines fair, may become slightly worse; no apparent sign of any weakening of coal industries. Expect textiles to recover in spring, other lines about same time." The *Times* man thinks coal will "continue good"; "silk can't get worse (next to Paterson greatest silk center, throwing mills idle, weavers doing a little); general manufacturing will hold its own. Woolen-mills shut down; mercantile business very good." Scranton people "have not been seriously hit; look for pick-up in early spring."

"Need 20,000 additional workmen of the right kind" for the "very active" anthracite coal-mining industry, says the editor of the Pottsville *Republican*. Here meat-packing, iron specialties, railroads, and farming are "all busy" and "prosperous." Steel factories working 75 per cent. and cotton factories 30 per cent. We read, "Iron, steel, and cotton talk of big extra demands within next several months. Anthracite coal always in big demand and business will be heavy for months to come." The editor of *The Journal* confirms the coal report, "can not meet the demand." He adds: "Shutting down of industries will likely cause shrinkage of demand for steam-sized coal. Outside of some small industries, stocking and shirt factories, closed, there is no depression."

At Altoona two replies cover the railroad shops, saying, "Forces reduced 15 per cent." and "over 1,500 laid off, work slow." The silk-mills' condition is "about half time," or "partially closed down—work only four days a week." The editor of *The Mirror* believes "the bottom has not yet been touched, and that the depression will be a little more severe before it starts to improve." People expect recovery "along about the fall of 1921." The editor of *The Times-Tribune* looks for improved conditions "by April 1. Some people are optimistic, but many very pessimistic."

Johnstown expects conditions will grow better and business will "pick up soon." The largest manufacturing steel plant "closed for two weeks will resume about January 17; other industries busy."

In three cities, York, Easton, and Williamsport, replies to our questionnaire forecast worse conditions before improvement. It is the consensus of opinion of manufacturers in York, answers the editor of *The Dispatch*, that "there is likely to be a temporary revival in the spring followed by a summer slump, and a probable permanent start on the up-grade in the fall." "Slow" conditions in chain-making, ice-machinery, agricultural implements now are likely to become "worse before better." From Easton, *The Free Press* answers: "Steel, iron, and machinery fairly active. Silk very much depress. Cement and slate mostly shut down. Many men out of employment. Impression is conditions likely to grow worse. People expect business recovery to begin with spring orders, few now coming in." From Williamsport, *The Sun* answers: "Tanning, motor-engines, silks, furniture, low, running from one-quarter to one-half of normal. Outlook here is for slightly further depression before recovery by spring-time."

In the Pittsburgh district, with leading industries of iron, steel, coal, coke, cork, glass, gas, etc., the present situation is about 60 per cent. normal, according to the financial editor of *The Dispatch*. In the large pottery centers like East Liverpool and East Palestine, Ohio, and in the glass industry in general, activity is "only about 35 per cent. normal." He adds: "Conditions will improve slowly. Think a stagnant period of some time will prevail

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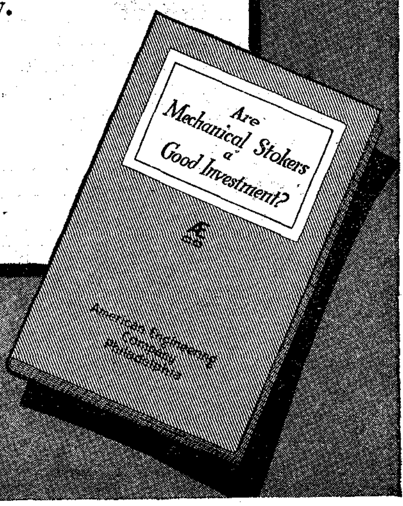
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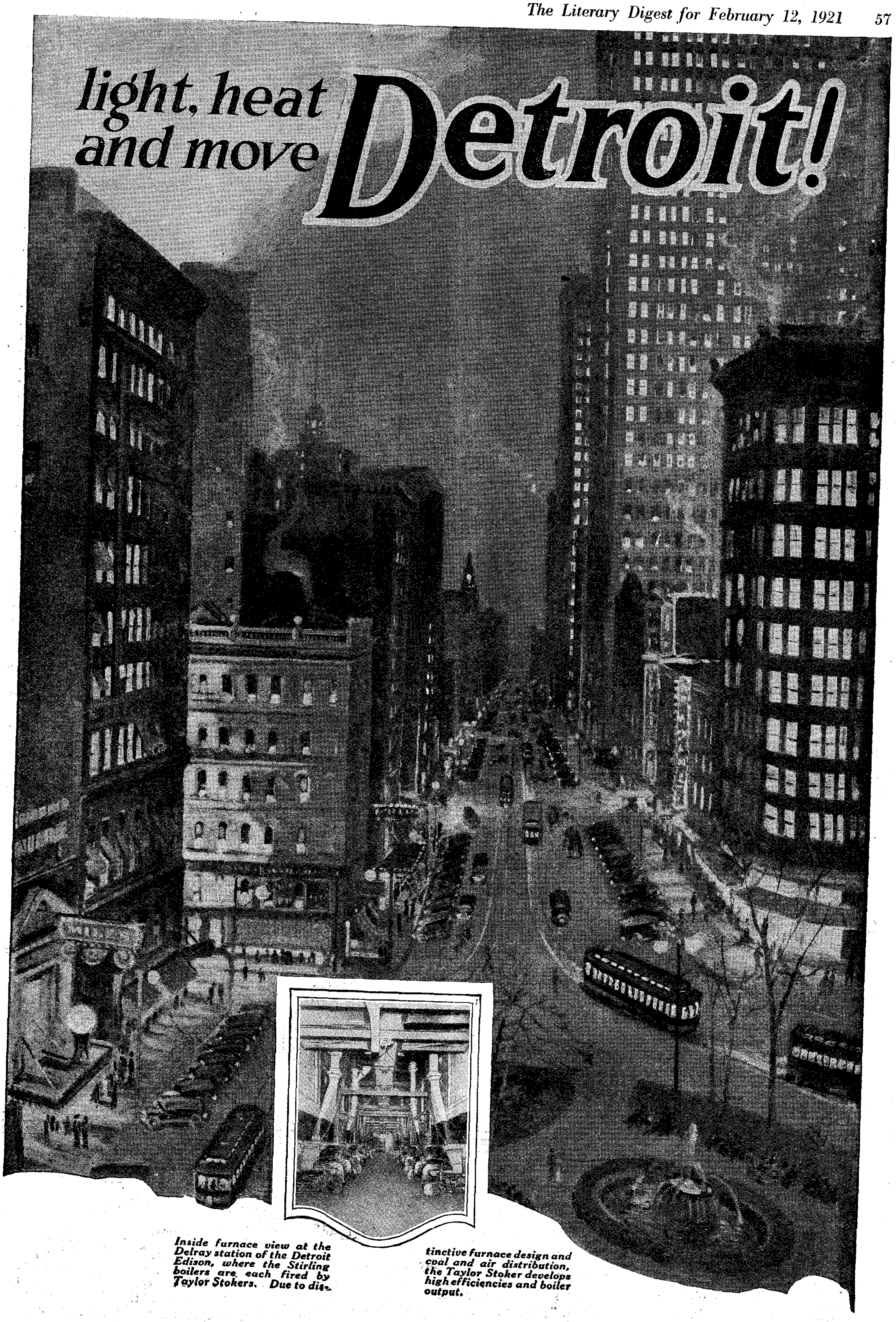
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first, then improvement will be noticeable. Opinion among heads of industries is that some time in spring, say April or May, will see a substantial recovery set in." The financial editor of *The Chronicle-Telegraph* rates United States Steel activities at "about 90 per cent." and other industries from 50 to 85 per cent. "Improvement confidently looked for; should begin to show itself in a month." The *Press* editor sees "hesitation in many lines until summer; conditions not much worse," with "favorable signs in April and May; good revival within a year." Present conditions: "Steel, 90 per cent. United States Steel (but this high rate may not be maintained), others, 40 per cent.; coal market very weak; glass, dull; oil, fair; other special lines quite mixed." The *Gazette-Times* man sends this explanation of the anomalous steel situation which has country-wide ramifications:

"The largest plants of the United States Steel Corporation are located in the Pittsburgh district. Throughout the last two months of 1920 these plants operated between 90 and 100 per cent. of capacity, and they started 1921 running virtually full. At the same time, so-called independent steel plants steadily reduced operations during November and December until it was estimated that they were running between 20 and 60 per cent. capacity where they were not entirely shut down. The explanation for the anomaly is that the Steel Corporation was enabled to fill its order books last year by adhering to the prices established in March, 1919. Consumers placed contracts for more or less distant needs with the Steel Corporation at its relatively low prices, and contracts for near-by needs with other producers who quoted current market prices. When the reaction came last November the high-priced contracts were the first to be canceled, and these cancelations were so rapid and of such volume that the 'independents' were hit harder than at any previous time since the last quarter of 1914, when the outbreak of the war demoralized industrial as well as financial markets. Somewhat similar conditions exist in the coal and coke trade, and these in turn affect railroad freights, which have fallen off to such an extent that there is a surplus of cars for the first time in three years. Recent reductions have brought nearly all steel prices to a parity with those quoted by the Steel Corporation. The impression seems to be that if these prices do not stimulate business, they will be further reduced. Once consumers feel assured that prices are on bottom, canceled orders will be replaced and projects long held in abeyance will be brought forward. This is not expected to happen until along toward spring."

At Newcastle the United States Steel Corporation and tin-mills are operating "about 90 per cent.," smaller unaffiliated industries "about 80 per cent. or normal." Building trades "at low ebb"; some prospect of spring resumption; railroads "retrenching some"; rubber-tire plant "flat"; steel-car works "going full." The *News* editor says, "Opinion is that conditions will not be much worse here; recovery expected early in summer." The *Herald* editor estimates "about 60 per cent. total production," allowing for some plants "down entirely." He thinks conditions "will begin to better themselves about April 1, without any further depression; most people do not look for betterment before June 1." Business depression "felt little by local people as yet, in spite of retrenchment policy of many companies."

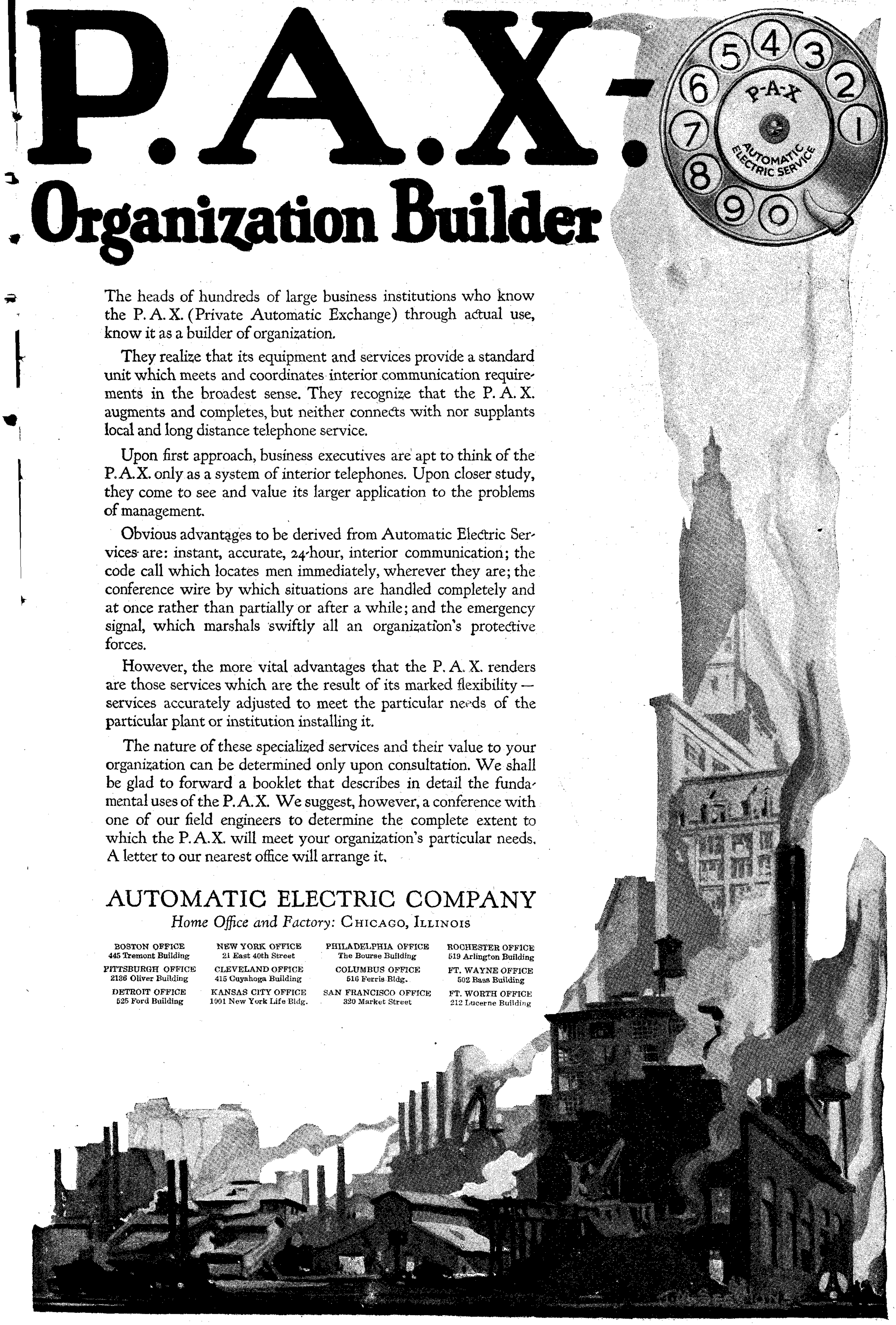
Erie, at the extreme northwestern corner of the State, midway between Buffalo and Cleveland, has a very great variety of industries, boilers, engines, machinery, paper-mills, tool-manufactures and electrical supplies, operating by one estimate at "60 per cent. of capacity," and by another at "about 80 per cent. normal, with not more than 4,000 idle." The *Times* editor reports that "conditions may be worse, authorities say," before recovery begins in "from two to three months." The editor of *The Dispatch* and *The Evening Herald* thinks there will be "a great improvement by April 1 or before. Erie's shops are open. People expect business recovery to begin by February 1, reaching normal by April 1."

OHIO

Cleveland, Ohio, northern manufacturing center of very diversified industries, reports conditions through the *News* and *News-Leader* as ranging "from complete suspension to about 60 per cent. capacity. Expect basic industries such as blast-furnaces to curtail severely this month; general manufacturing expected to experience slow recovery. Opinions concerning date of beginning recovery vary from April to midsummer." Another financial editor's report, from *The Plain Dealer*, reads: "Business is quiet but many plants reopened January 3. It is estimated that 100,000 are idle. Improvement about March or April is looked for." In Youngstown, devoted to iron and steel production and fabrication, different financial editors say conditions are "poor—orders declining," and activity registers "from 60 to 100 per cent." One view is that conditions are "likely to be worse before better," recovery to begin in "spring possibly; may be not until fall." The other view is one of improvement and beginning of recovery expected "within three months."

Akron, rubber-tire center, reports 50,000 men laid off since June 1. "Seem to have struck rock-bottom. Conservative forecasts are for little activity before April 1. Recovery from then on will be slow." Another report says "rubber factories all working but not nearly so active as formerly. Other industries—clay products, cereals, automobiles, steel—in better shape. Everything points to general improvement this spring. Actual recovery expected to begin not later than March 1." Toledo automobile and allied industries are said to be "20 per cent. normal but picking up," or "most of the larger plants closed" and some on part time. Other industries—steel casting, oil refining, machinery tools—run 60 per cent. normal. The financial editor of *The Times* thinks "the worst has been seen." Every indication points to steady improvement. "Recovery expected to reach full stride in late spring—April, May." The *Blade's* financial editor reports prospects of early opening of all plants. Business men say conditions will "alter about the first of February, but the country will not be entirely adjusted to former conditions for a period of two or three years." *The News-Bee* finds "tentative date" for recovery generally set at February 15.

In Columbus, the capital city, listing mining machinery, shoes, steel products, and lamps as principal industries, "most of the plants are operating from 50 to 75 per cent. of capacity, there being few shut-downs. Conditions are on the mend, should be much better by opening of spring, and back to normal by middle of year. Many towns and cities report decided improvement since beginning of year, and prospects excellent for further better-



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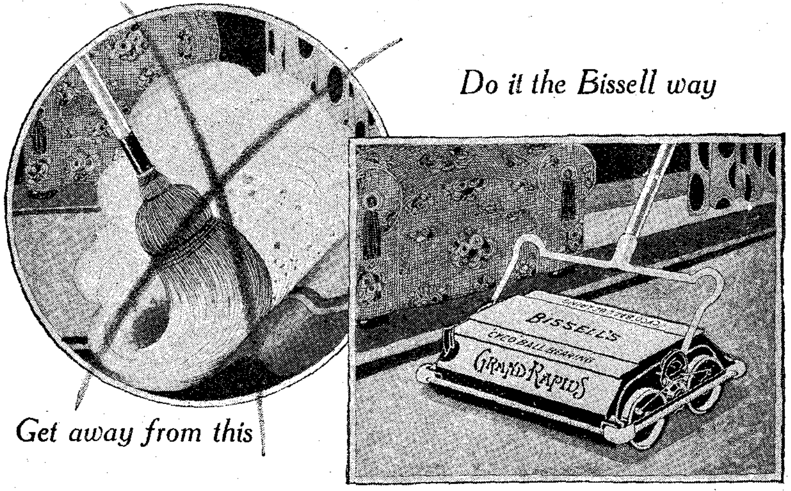

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ment," according to the financial editor of *The Dispatch*. In Dayton, with highly diversified manufactures of steel products, largely machinery requiring many skilled mechanics, one estimate is that there are perhaps 15,000 unemployed. "Dull to stagnant," "60 per cent. in operation," read separate reports. Cash register employment, "four days a week"; lighting and farm power machinery, "one-half or less production"; sewing-machines, bicycles, "two-thirds capacity," are specified. Conditions "seemingly certain to become worse," recovery "not much before fall," says one authority. "Nearing peak of depression," recovery expected "by April 1," says another. The report of the editor of *The News*, James M. Cox's paper, is quoted in the introduction to this article.

Cincinnati, southern Ohio center of diversified industries, reports activities "principally down, few on short week," or ranging from 50 per cent. of normal in lumber and planing-mills to 60 per cent. in boots, shoes, clothing; 65 per cent. machinery and tools; 75 per cent. in carriages, drugs, inks, and paint; 80 per cent. in drugs, tobacco, and cigars; 90 per cent. in soap. The financial editor of *The Enquirer* thinks that there are "likely to be more dips but no important recessions unless Congress forces a panic by radical legislation. Disposition of business leaders is to go forward under proper encouragement, but many are afraid of Congress." General opinion regarding full recovery is said to depend upon clear definition of new Administration's policy and assurance of constructive legislation applied to business within three to six months. The financial editor of *The Tribune* considers January and February "crucial months, with more gloomy prospects." People expect recovery "probably by April 1, some by March 1, with slow start and much better prospects at year's end." It is added that extreme caution and conservatism of financial interests will continue to operate to keep the Cincinnati section in the best financial shape. "Building interests, bound to union labor, will likely suffer most." No uneasiness prevails.

At Lima, locomotive, oil, and cigar industries are 100 per cent. normal; small foundries and steel 35 per cent.; other industries, including motor-trucks, shut down. Railroad shops' activity registers 30 per cent.; except for cut of 10 per cent., January 1, signs of improvement are reported. Newark plants—stoves, bottles, tableware, etc.—are running 70 to 90 per cent. normal, a few 100 per cent. "Not much, if any, improvement for several months" is expected. Impression is that conditions will become normal in 1921.

Sandusky iron and steel foundries are closed or on half time, paper products half time, crayons three-quarters time. "More slump to February 15"—before improvement; recovery "in few months but slowly," are predicted. Canton iron and steel producers are "not very active" or estimated at 25 per cent. normal. Improvement is expected; regarding date of actual recovery there are "as many answers as men—most believe spring will see some revival."

Zanesville exceptionally reports "no slump here." There are sheet-steel and tube-mills, building-tile, pottery, and brick plants, coal, clay, and sand mining—all normal or on full time—classed as non-essential during the war. Conditions are expected to improve steadily, merchants are "hopeful but uncertain."

The answer of the editor of the Marion

Star, President-elect Harding's paper, is quoted in the introduction to this article.

INDIANA, MICHIGAN, ILLINOIS

Indiana—From Indianapolis, a highly diversified manufacturing center, comes the report in brief, "automobile industry practically at standstill; tire industry slow; live stock active; saw-manufacturing running; flour-manufacturing fair; banking fair." Another financial editor summarizes, "automobile industry operating at low capacity, altho it is now increasing; steel and iron doing fair volume but less than normal; meat-packing better than normal." Says the *Indiana Times* man, "all indications are that conditions here are past their worst, and that they will gradually get back to normal, altho it will probably take from three to six months." The *Star* man writes: "General lines of industry in Indianapolis are rather quiet, altho some lines have been operating close to or at normal capacity, notably the beef- and pork-packing plants. The large flour-mills are not operating much below normal for this season of the year. There is a note of confidence in the automobile-manufacturing industry of an early recovery with some basis for that belief. Some of the auto companies are adding gradually to their working forces as the orders for new cars increase. The general belief is, however, that progress toward a revival in industry will be on its way by early spring."

Terre Haute coal-mining and clay products are reported normal; general manufacturing "on half time, reorganizing"; agricultural products "stable, slump mostly evidenced through radical gossip." Diversification prevented serious depression, merchandising is readjusting itself; indications of no further retrenchments but gradual return to normal with stabilization of prices. Evansville manufacturing is "generally dull," "decidedly subnormal," furniture, stove, gas-engine, buggy-making factories "resuming gradually, at almost full time with few wage reductions." Coal-mining and clay products are normal. "Worst is past." Marion manufacturing is "fair," facing conditions of "possibly a further decline in the next two months." Muncie automobile-part factories are "mostly down," glass-manufacturing is "nearly normal," miscellaneous industry averages production of 75 per cent. Logansport expects conditions to improve, recovery by April 1. Farming is "normal"; automobile-manufacturing at "standstill"; railroad transportation "subnormal."

With Kokomoko plants "more than half of capacity idle," one report is that conditions will improve and business recovery is expected by March 1. Another report of "inactive" auto industries mentions "signs of renewing" and optimistic views, altho the financial editor "can't see improvement before spring." The South Bend report on automobile, plow, watch, cooking-range, sewing-machine, farm-implement factories, etc., is "rather slack but will probably pick up soon. Expect readjustment to be followed by good business. Opinion on date of business recovery varies from few months to several years." Elkhart manufacturing is "about two-thirds operating"; there is practically no reduction in railroad industry; belief in improvement within a couple of months prevails. At Fort Wayne "production reduced" is reported for electric-appliance industries, oil tanks, and pumps. "Unemployment and reduced production not at peak as yet." Recovery is generally expected "by late spring."

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Standard usage, where stationery is really appreciated, is apt to be Old Hampshire Bond.

Paper so strong and clean and crisp adds force to any message. It gives a personality to the written word.

For any letter worth careful writing, use Old Hampshire Bond, the paper whose quality nobody can criticise.

Business is so largely a matter of human likes and dislikes, that

Stationery—good stationery—is well worth most careful consideration.

Old Hampshire Bond is made from the finest selected rags.

It is tub-sized and loft-dried. Every process in its manufacture is carefully hand-controlled. The resulting paper is tough, strong, durable—and of the finest appearance.

Write for our new Book of Specimen Letterheads.

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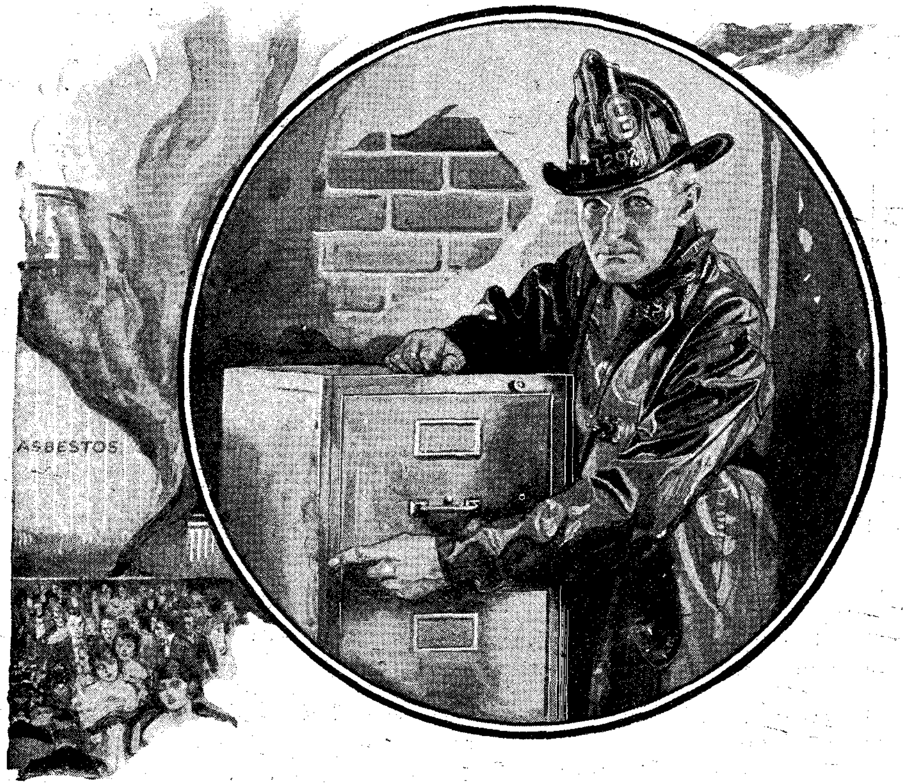

Just like the asbestos curtain in a theatre

A SMELL OF SMOKE—a crackling of flames—a moment of panic—down comes the asbestos curtain and the audience quietly files out, knowing it is protected by a wall of heat-resisting asbestos.

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This "Y and E" Fire-Wall Filing Cabinet keeps an asbestos curtain between your papers and the fire which may come at any time.

A steel file is good—but steel conducts heat. So why not give your papers the extra protection of asbestos, especially since "Y and E" Fire-Wall Filing Cabinets cost no more than any other good steel file?

Ask today for a copy of our new book, "Steel-Plus-Asbestos for Better Protection," at the "Y and E" branch office or agency in your city or write direct to

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STEEL
AIR
ASBESTOS
AIR
STEEL

Cross section of the wall of a "Y and E" Fire-Wall Filing Cabinet. Note the Asbestos "Curtain" between the two steel walls.

FIRE "Y and E" WALL
FILING CABINETS
steel plus asbestos

Michigan—Replies from Michigan cities give first place to reports of the condition in the predominant industries of automobile and allied manufacturing in which production is curtailed if not shut down. Condition of present activity is variously estimated at 10 to 20 per cent. in Detroit, approximately half time in Flint, 15 per cent. in Saginaw. Other replies from local financial editors read: Detroit, "a few motor plants closed; number of factories on part time." Jackson, "one automobile factory reopened, parts of factories reopening on a small scale." Bay City, "automotive plants with largely reduced forces." Lansing, "very dull, but slowly improving." Many of these cities list a large variety of other industries besides automobile lines. The financial editor of the Detroit *Times* reports other activities such as stove manufacture, 75 per cent. normal; paint factories, 65 to 75 per cent. normal; drug manufacture, 25 per cent. normal. Farm-implement works are in operation at Jackson. Activity of all industries at Saginaw is estimated at about 50 per cent. on the average. From Bay City the editor of *The Times-Tribune* reports that, comparatively speaking, the crush has not been felt, owing to diversified manufactures. Among these some run with reduced forces and others with full forces. "Tendency is to lower wages where possible." At Port Huron, an estimate of activity reads: "Paper-mill normal, automobile parts closed, farm machinery 25 per cent. normal, brass parts 50 per cent. normal, salt 50 per cent normal." For Adrian, a report on wire-fence manufacturing shows three shut-downs, one on part time and one running on full time.

The majority of financial editors in this industrial section seem to think conditions are likely to improve, and generally they find people in the region expecting business recovery to begin within the next few spring months. We group a number of editorial opinions: "Casually speaking, conditions are already improving. But as regards unemployment and failures, the worst is yet to be seen."—Detroit *Times*. "Gradual improvement probable; already apparent; will be slow."—Detroit *Free Press*. "General outlook is for improvement in all lines of manufacture."—Jackson *Citizen Patriot*. "Local manufacturers look for steady improvement, believing worst has been passed. Slight recovery perceptible at present."—Flint *Daily Journal*. "Have about reached bottom, will not go worse. Within three months patient will take some solid food, it will take the entire year to regain normal strength."—Saginaw *News-Courier*. "Conditions are just over the peak and temporarily halted, but there is every indication of a 'come-back' soon. Our people are very optimistic. Our banks have thirteen millions more on deposit now than ten years ago. Several large building jobs are contemplated."—Bay City *Times-Tribune*. "Every indication is toward improvement; start immediately in small measure; in spring real improvement."—Lansing *State Journal*. "Improving steadily."—Port Huron *Times-Herald*. "Several factories expected to open within two weeks. Most business men do not anticipate pronounced tendency toward recovery before March 1; some think spring will be well under way before it will be noticeable, particularly in retail lines."—Adrian *Daily Telegram*.

Furniture and allied manufacturing at Grand Rapids, "mostly closed down or running short time," looked to January buyers' market for determination of policy. That market is reported "very dull in-

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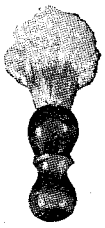
Accepted
on these tests

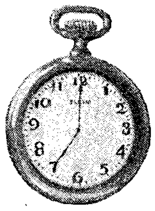


Multiplies itself

The cream multiplies itself 250 times in lather. Thus a tiny bit serves for a shave. A 35-cent tube serves for 152 shaves.

Maintains itself

The lather maintains its creamy fullness for 10 minutes on the face. So it does not need replacement.



Acts quickly

The average beard is softened in ne minute. Within that time t absorbs 15% of water. That s enough to make a horny beard ax-like.

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t leaves the skin in soft and mooth condition. No lotion is needed. The cream itself forms a soothing lotion, due to palm and olive oils.

Free—10 delightful shaves
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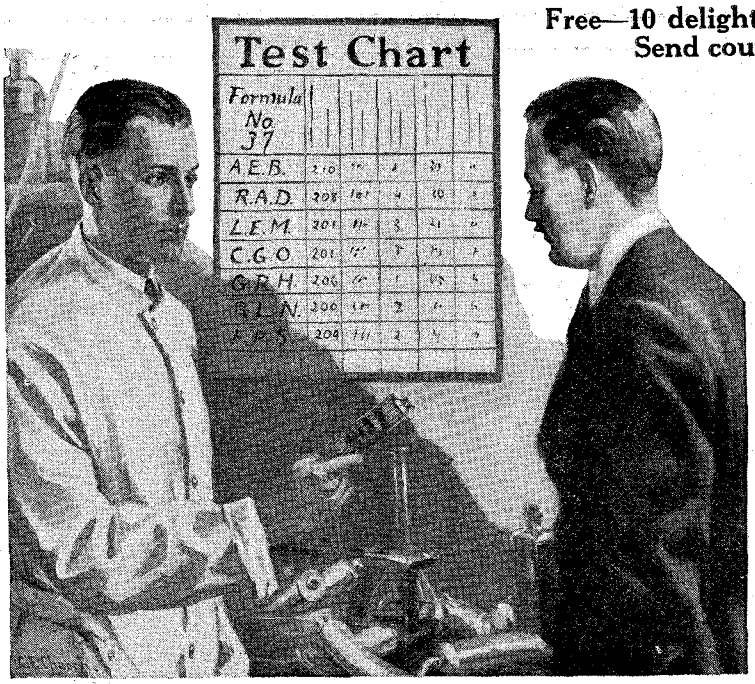

We Made 130 Kinds of Shaving Cream

And tested them all—scientifically

By V. K. CASSADY, B.S., M.S., Chief Chemist

Six years ago we started out to make the supreme shaving cream.

Long before, we had attained the finest toilet soap created. The secret lay in a perfect blend of palm and olive oils. Our chief idea was to apply that balmy blend to shaving.

But there were, perhaps, a hundred shaving soaps, and each had its adherents. We tested many of them—found their virtues and their faults. And we started to reach new perfection in each quality desired.

18 months of experiment

We knew soap making well — that's evident. But it took 18 months to satisfy us on a shaving cream.

In that time we made up and tested 130 kinds of soap. The tests embodied five shaving soap requirements. And we persisted until, step by step, in each of them we seemed to reach the limit.

What we finally attained

At last we attained a shaving cream which showed these unique results:

First, great economy. The cream multiplies itself in lather 250 times. Thus a bit of cream—just one-half gram—suffices for a shave.

Second, quick efficiency. The oil on the beard is removed almost instantly. Within one minute the beard absorbs 15% of water. And that's enough to soften a most stubborn beard.

Third, lasting lather. It maintains its creamy fullness for ten minutes on the face.

We had the rest. The palm and olive oils form ideal lubrication. Their lather softens and soothes the skin. So lotions are not needed.

You will be surprised

Now we offer you a shaving soap which millions have adopted. It is based on oils which for 3,000 years have held supreme place for the face. And those oils are blended in a shaving cream which brings the results we state.

You will be delighted with it. Whatever you seek, Palmolive Shaving Cream will exceed your expectations. Whatever you have used, this cream will surprise you.

Send the coupon for a trial tube. Do us the kindness, and yourself the justice, of learning what we have accomplished.

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10 Shaves FREE

Simply insert your name and address and mail to

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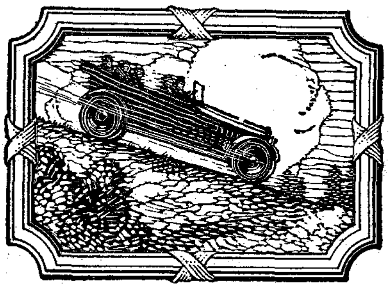

Merely being convinced that Raybestos is the lining needed on your brakes, is *not* going to serve you in an emergency. The safest plan is to buy Raybestos and install Raybestos now—then you will have your car under complete control and free from brake lining worries for at least twelve months.

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The Silver Edged Brake Lining Guaranteed to Wear One Year

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Factories: Bridgeport, Conn.
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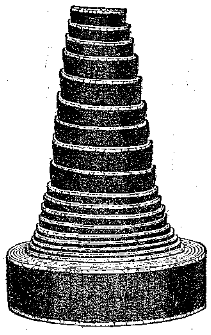


deed," with many buyers but comparatively few orders. Altho manufacturers reduced prices 15 per cent., this was not considered sufficient to induce stock buying for sale to the public. Manufacturers declare they will keep their plant closed before manufacturing at a loss o reduce wages to former levels, said to be the lowest of any industry in the Unitec States. Buyers express the opinion that spring business in their territory will be exceptionally fine and the year's business one of the best. Business recovery is expected "with the rising of the sap," says one editor. Another editor quotes returns from a nation-wide questionnaire in furniture industry for December indicating that case goods are likely to be produced on a basis of about 53 per cent. of normal, which the January market may further reduce.

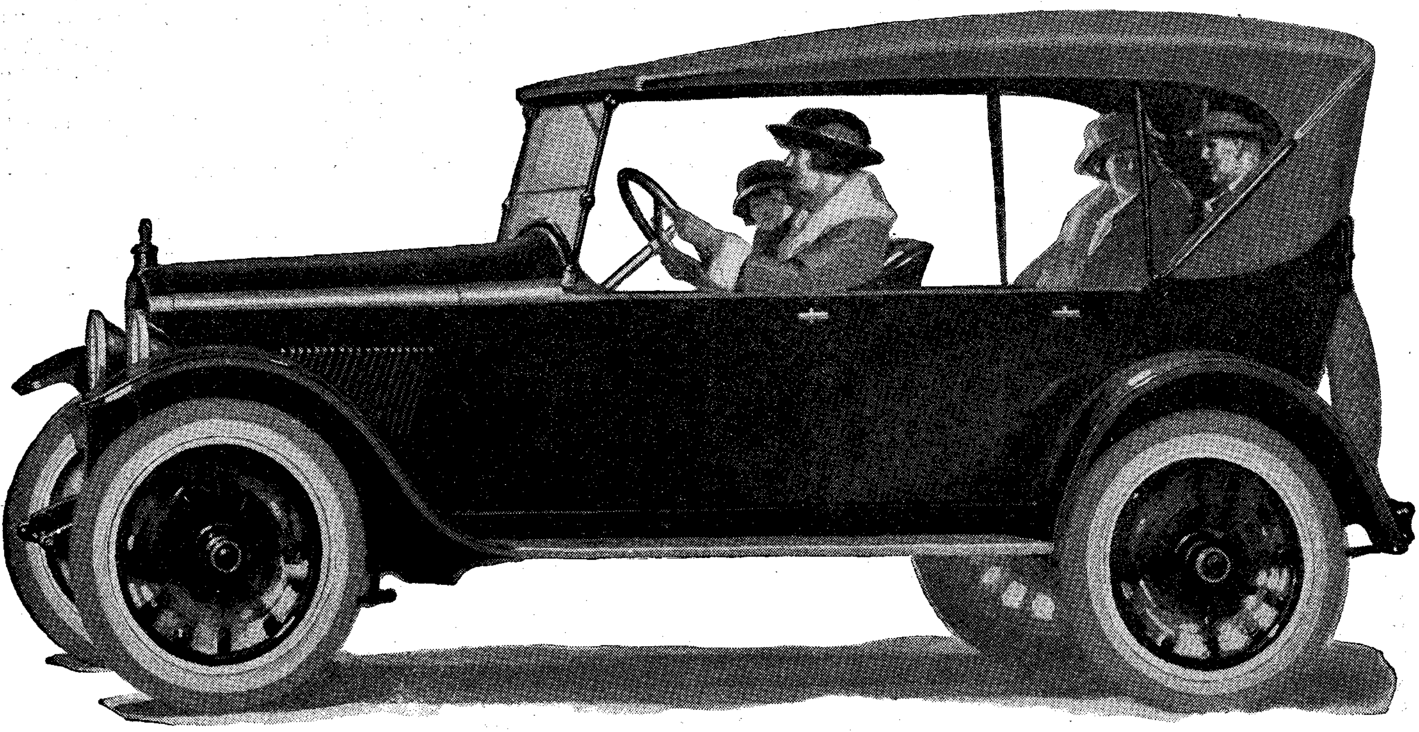
A Battle Creek report reads: "Steam-pumps, scarcely interrupted; breakfas foods resuming after short rest; threshing machinery, one full blast, another light." Adding printing-presses to the list anothe report generalizes, "some in full, some in half to two-third operation." There i agreement that conditions are already improving. Kalamazoo paper (bond) business is "good," better conditions are expected, and recovery date is forecast fo April 1.

Illinois—The financial editor of the Chicago *Daily News* answers the questionnaire: "Activity of meat-packing industry is about 5 per cent. below the 1919 rate United States Steel plants continue bus on old orders. Independent steel-mills ar running about 10 per cent. of capacity New implement business is small. Clothing and general manufacture somewhat curtailed. Improvement is likely to be slow. In industries where high prices hav been maintained conditions may show further decline before betterment. Expec business recovery to begin when there ha been uniform deflation, period indefinite.

The financial editor of the Chicago *Trib une* answers: "Steel stagnant; clothin dull; agricultural products moving slowly. Conditions likely to improve gradually; worst of situation passed. Recovery begun, but expected to be gradual process."

Aurora foundry and machine establishments are reported to be "running abou two-thirds normal capacity, some factorie already getting back to normal. Improvement looked for by March 1, 1921." Bloomington's report on farming and manufacturing specifies "some idle men from our factories, probably not more than 5 per cent." The financial editor think that conditions are "likely to be worse." Opinions differ on date of beginning business recovery from May 1 to October Peoria reports cover agricultural implements, factories, and food products These, says one editor, are "75 per cent inactive, but will shortly resume operations in part at least. Would say tha we have reached the peak of unemployment. People expect business recover within a month." Another editor answers: "Conditions likely to improv within sixty days; opinions differ as t date of recovery—many think not befor next summer." The Decatur report covers railroad shops, corn products, and ligh metal manufactures. Present condition is "good, slower than a year ago, but equal to 1914 or normal times. No reasons to expect worse conditions. Expect good business activity to continue."

Reports for the bituminous coal-mining industry show great prosperity. "Mines

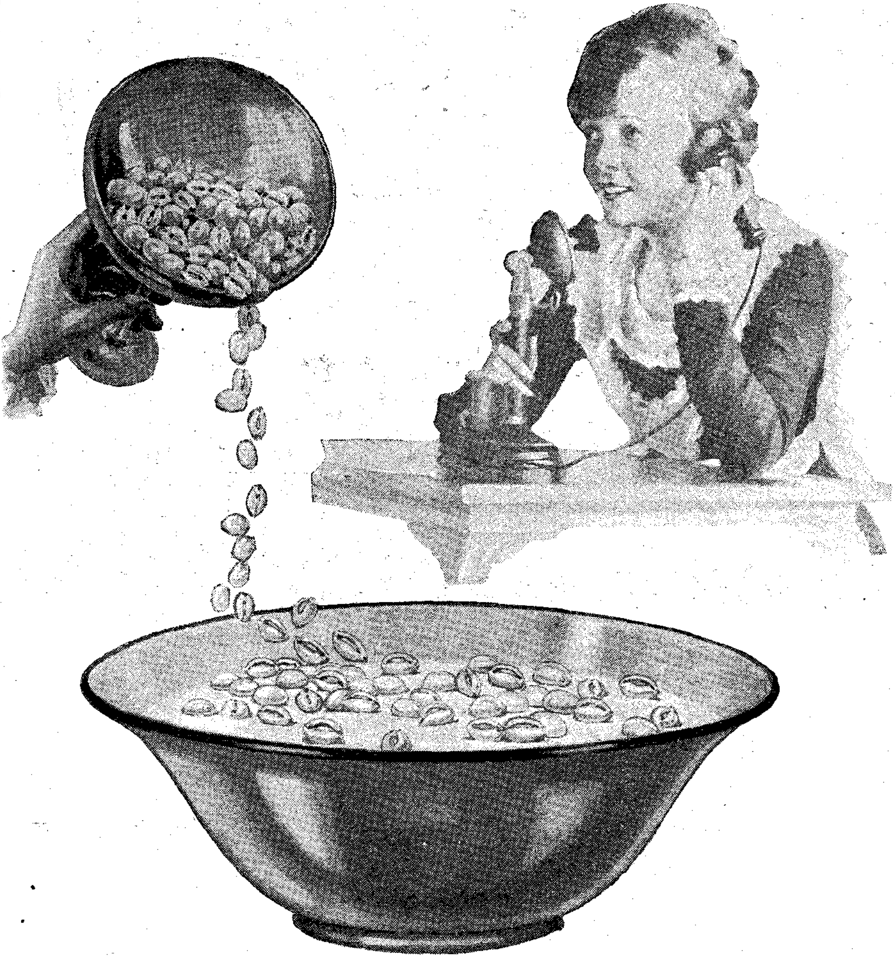


THE always unusual value of the Hupmobile is now made even more unusual; its beauty and good style are now greatly increased.

The new top is more shapely and more sightly. The back curtain has a plate glass window. Upholstery is improved. Fenders are new design. Finish is a new shade of blue. And the rear lamp is the fan-light type by which the Hupmobile has long been identified.

Comfort and convenience are further promoted by the outside door handles, the windshield cleaner, and the moto-meter.

These are real elements of value, we feel, which make the Hupmobile more desirable, and which add much to the satisfaction of having a car which performs so splendidly, and which always does so much for so little.



Never Forget

What Puffed Grains mean to children

Puffed Wheat is whole wheat puffed to bubbles, eight times normal size.

Puffed Rice is whole rice with every food cell blasted—easy to digest.

Puffed Corn is bits of corn hearts, toasted and steam exploded—flimsy, flavory, sweet.

Remember them—all three of them—when you order cereals. Then you have three grains ever-ready in their most delightful form.

100 million steam explosions

A hundred million steam explosions occur in every Puffed Grain. The moisture in each food cell is changed to steam. The grains are shot from guns. Then each food cell is blasted, and the grains become thin, airy morsels, crisp and toasted, nut-like in their taste.

The object is to fit each granule to digest. Then all the elements in the whole grain feed.

These are the premier cereal-food delights. But think what else they are—the best-cooked cereals ever served. Long cooking might break half the food cells—here we break them all.

Puffed Wheat | Puffed Rice | Puffed Corn

Also Puffed Rice Pancake Flour

In Pancakes, too

Ground Puffed Rice is now mixed in an ideal pancake flour. We call it Puffed Rice Pancake Flour. The ground Puffed Rice makes the pancakes fluffy and it tastes like nut flour. The finest pancakes ever served are being made with this new flour. Ask your grocer for it.

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Sole Makers

all working full time at highest wages in history," says the financial editor of *The Illinois State Journal* (Springfield). The editor of the Illinois *State Register* agrees in reporting this industry "under full head of steam." One Springfield report further states "general manufacturing conditions satisfactory." Another, "manufactories all operating, and about 20 per cent. curtailment in labor and production." Concerning farming, it is said that "agriculturists are discouraged over low prices, but all farm lands will be put in crops as usual." One answer reads: "Many farmers say that conditions will grow worse before they are better. Industrial situation free from pessimism." Another answer reads: "Believed here that peak of disturbance has been reached, and that conditions will improve, altho some failures are expected following the holidays. Expected date of business recovery, about March 1." The reply to our questionnaire from Danville specifies mining and agriculture, and reports present conditions "very good." These are thought to be likely to improve, with expectation of actual business recovery in February.

FROM VIRGINIA TO LOUISIANA

Financial editors in States south of the national capital and east of the Mississippi River who answer the questionnaire include a notably large number of optimists, who think conditions better in their regions than in other parts of the United States.

Virginia—Richmond reports more men employed than ever before; capital employed and annual sales increased substantially in 1920, business being unexpectedly good, not only in tobacco-manufacturing and leaf-trading, but in iron, woodenware, and fertilizer-manufacturing as well. "The general impression among business men, etc., is that the worst has come, and business will show a marked improvement as the spring opens."

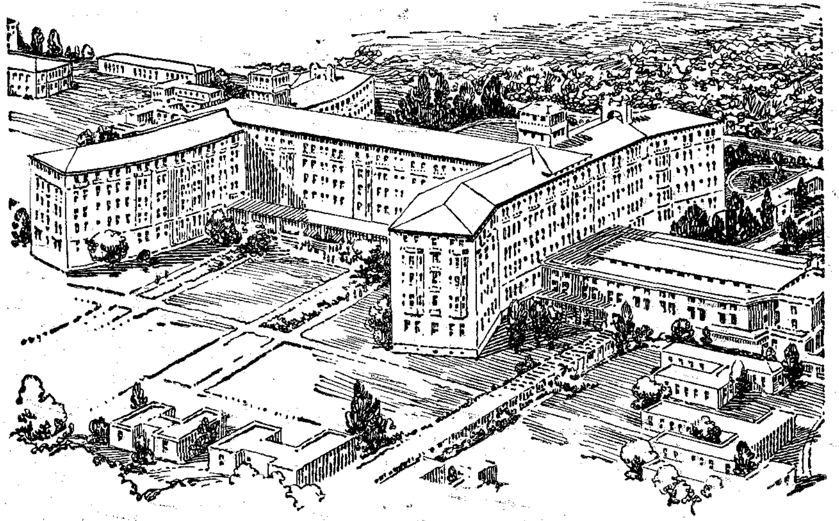
Kentucky—Louisville has the tobacco-growing situation to handle, since buyers for the manufacturers have failed to offer satisfactory prices for the 1920 crop. This crop, estimated at $100,000,000, is said to have cost on an average thirty-six cents a pound to produce, and buyers are offering an average of fifteen cents a pound. "Banks are heavily loaded with farmers' notes that were to have been paid when this crop was sold." One financial editor thinks conditions are likely to be worse before they are better and reports expectation that business recovery will begin about September or October. Another financial editor points out that in Louisville, as elsewhere, normal activity was greatly exceeded during the war; present production estimated at about 75 per cent. normal. It is also pointed out that diversified manufacturing favorably affects local conditions; "two of the largest industries, iron-working and tobacco-manufacturing, probably will see no further curtailment." Belief is exprest that "there will be a further slight curtailment of production, possibly additional price-cutting and some increase of unemployment before conditions improve." The general impression seems to be that conditions will improve during the first three months of 1921.

Tennessee—Knoxville considers itself probably less affected by the present financial depression than any other like area in the United States. "Bond and stock salesmen, as well as commercial travelers, report a better business" in this district than elsewhere, according to the financial editor of

The Journal and Tribune. "Despite the fact that industrial conditions are bad and markets are shot to pieces, Knoxville textile-mills are running preparing for markets which owners are confident will open in the early spring." Coal and lumber are "off 25 per cent."; marble and building materials are at their best, since there are "several million dollars' worth of new structures planned or under construction." In aluminum and zinc there is a temporary close-down to readjust wages. Tobacco prices are "off 50 per cent. high point." For farm crops there is good demand and prices good under readjustment. Business men "confidently look forward to better conditions beginning now and improving steadily but probably slowly during the first six months of the present year when they think readjustment should be nearly complete—that is, the harsher phases." "The largest woolen-mill in the United States making only woolen blankets is working day and night with entire output sold up to March 1." "A new half-million-dollar hosiery plant will be in full operation in a few weeks." "The Louisville and Nashville has announced plans for expenditure of $11,000,000 in near-by coal-fields, and the Southern Railway has plans for a cut-off and new yards which will cost several millions."

Memphis financial editors agree with other local authorities that the worst "has probably been seen." One report on lumber-milling is "practically every mill closed," while others indicate the condition of hardwood manufacture as "extremely inactive," or "50 per cent. normal or better." Of cottonseed products it is said that demand is slow at declining prices, "altho the condition may be considered probably much better than pre-war." The financial editor of *The Commercial Appeal* writes: "Cotton values to some extent dependent upon acreage movement, but supply too great for success to cause pronounced effect. Both labor and material must come down before lumber can move in volume. Bottom thought to have been reached in cottonseed products, but little increase in demand expected." The financial editor of *The Press* says: "Everything depends on price of cotton. Best of authorities expect material advance in cotton price by mid-February. Retail sales will continue at low ebb for at least a month, but stocks are getting short in stores, and more especially in homes. Nearly every one admits he is holding out on buying till he thinks prices have hit bottom, then they say they intend to stock up. Retail trade will boom here by March." The financial editor of *The News Scimitar* reports that people expect business recovery to begin "shortly; altho not felt pace will be rapid for indefinite time."

Nashville, we are told, also felt the shock of deflation less severely than many other towns in the South, by reason of diversity of crops and manufactures. Few industries have suspended and curtailment is negligible. There is "a smaller percentage of wage-earners out of work here than in most other cities of like population," says the financial editor of *The Banner*. Bank clearings for 1920 showed a gain of about 31½ per cent. "There is no sentimental panic in Nashville. Local business men express confidence in a gradual but steady improvement of conditions, not later than March 1." The financial editor of *The Tennessean* writes: "Farmers complain, but pay taxes promptly and seem to have money. Jobbing trade business poor. Country merchants can not pay jobbers



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Ambassador Hotel

LOS ANGELES, CAL.

"It is the aim of the Ambassador Hotels system to constitute this newest link in their chain of great hotels a model of all that is best in construction, in plant equipment and in furnishing. Your product is among that selected for the equipment of this hotel."

So wrote the Ambassador management, their decision being the result of broad experience, critical investigation and regard for kitchen cleanliness and efficiency.

The selection of **"Wear-Ever"** equipment for the new Ambassador Hotel is a tribute to the remarkable serviceability, utility, cleanliness and economy of

"Wear-Ever"

Aluminum Cooking Utensils

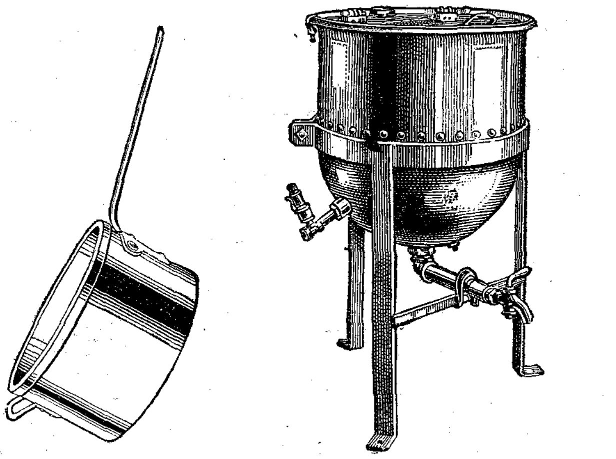
"Wear-Ever" thick hotel ware is made of the same metal and in the same way as are the **"Wear-Ever"** utensils that are found in the kitchens of modern homes everywhere. The only difference is in styles and thickness of metal.

Replace utensils that wear out with utensils that "Wear-Ever"

Look for the "Wear-Ever" trade mark on the bottom of each utensil

The Aluminum Cooking Utensil Co., Dept. 10, New Kensington, Pa.

In Canada: Northern Aluminum Company, Limited, Toronto



WEAR-EVER
T.A.C.
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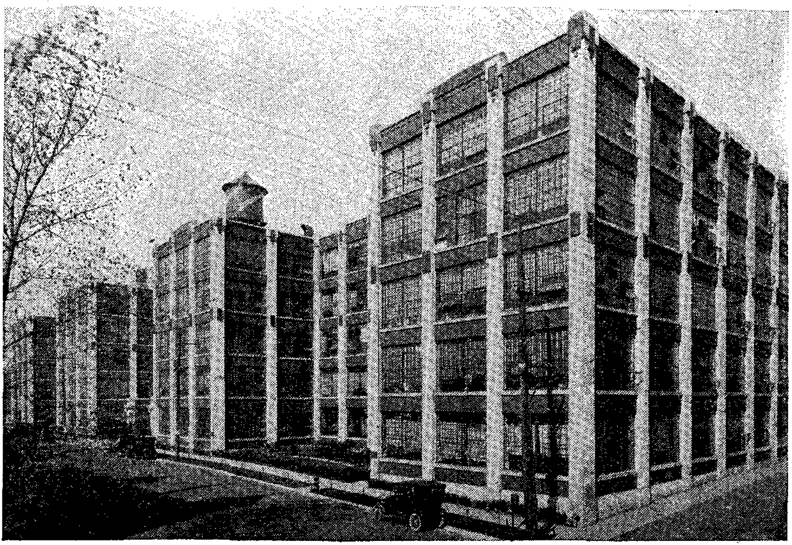
$800,000 "Eversharp" factory, Chicago, where 2000 persons are employed.



Eversharp's

phenomenal success traces right back to this model factory which has, of course, the health-protection of

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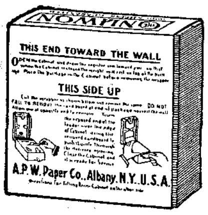
ONLIWON HYGIENE is the approved toilet paper system in so many important factories like the Eversharp because of its protective and economical features. These factories realize that the exposed and much handled roll, from which yards of paper are unreeled to trail on the dusty floor, is both insanitary and wasteful.



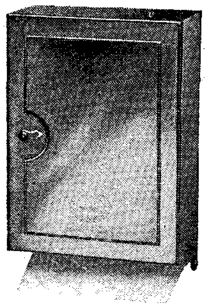
The compact ONLIWON package, containing 1000 separate full-sized sheets, is easily slipped into the protecting cabinet.

ONLIWON TOILET PAPER

is a fine, soft tissue manufactured in a clean factory under Health conditions which insure a hygienic product. It is perfectly soluble, has no cone to drop into the seat and cause plumbing trouble—ONLIWON cannot clog the pipes.

THE ONLIWON CABINET

protects the sanitary tissue from dust and promiscuous handling and serves it *just two sheets* at a time, thus *discouraging waste*. By an ingenious system of interfolding the paper, the ONLIWON CABINET operates without insanitary knobs to touch.



The ONLIWON Cabinet operates automatically. The hand touches no part of the cabinet in drawing out the sanitary tissue.

PROTECT YOUR EMPLOYEES

ONLIWON HYGIENE protects each individual whether two or two thousand use the same toilet room. Its efficiency is not impaired by carelessness for the cabinet operates automatically without requiring precaution on the part of the individual.

SEND FOR FREE SAMPLES

Samples to show quality of ONLIWON and complete information will be sent on request.

A. P. W. PAPER CO.

Department 22, Albany, N. Y.

Makers also of Onliwon Towels and Onliwon Cabinets.

and jobbers are slow meeting obligations to bank. Altho business men profess to see signs of renewed business activity, normal business will not be reached before spring. Conditions, however, will get no worse before that time."

From Chattanooga the detailed report of present condition of activity includes textile- and hosiery-factories about 40 per cent.; iron and steel about 85 per cent., past orders unfilled, some new ones coming; in other lines few complete shut-downs, few full time. "A general betterment in the psychology of the people is apparent; a few large textile orders have heartened the manufacturers greatly. Conditions ought to get better, not worse, locally, at once."

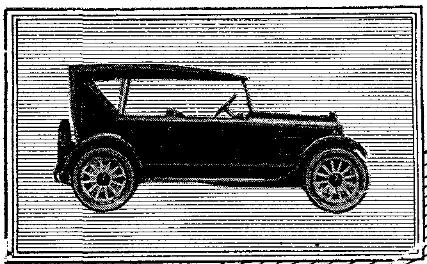
North Carolina—For Charlotte, a reply to our questionnaire reads, agriculture deprest; cotton-manufacturing and iron- and wood-manufacturing improving; actual business recovery "already beginning." A similar report comes from Salisbury, covering manufacturing, cotton, lumber, railway shops, and agriculture, with the comment "good, considering the general conditions." These "are already getting better. Generally business recovery expected to begin with spring." At Greensboro, "manufacturing conditions are getting better; agricultural conditions are still bad." Here the condition is called excellent, considering general business conditions elsewhere. Some cotton-mills have been curtailed, others not; many were opening early in January with prospects for all running full time in two or three weeks. Furniture-factories selling some products and hoping to resume by February. Tobacco-factories running four days in the week. According to the *Daily News* man: "Full recovery can not take place until agricultural products sell for such a price as will enable farmers to liquidate fertilizer and supply bills. Manufacture recovery now forecast means, however, considerable business activity." Asheville answers: Lumber-manufacturing "rather dull"; tanning "about normal"; cotton-mills "dull"; conditions "likely to improve"; recovery expected "early in spring."

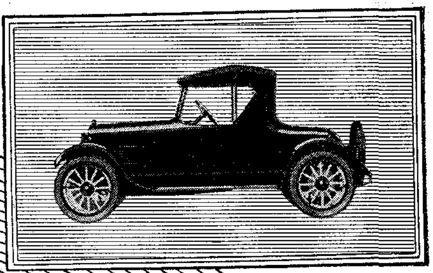
South Carolina—Answers from Charleston describe shipping and related industries as normal; cotton exporting very dull; cotton buying and selling dull; fertilizer-manufacturing fair with little sale, dull; asbestos and oil refining fair. The financial editor of *The Evening Post* expects "short continuation to present dulness, and continued improvement within three months." The financial editor of *The News and Courier* answers: "Do not believe conditions will grow worse. No material improvement expected until cotton reaches a better price. Charleston industry is closely interwoven with the condition of the cotton farmer. The market is now moving up. Local view is more optimistic."

Textile plants at Greenville are "in good financial condition, but have few orders." Cotton-raising is the other chief industry, and "farming is very poor." The *News* man believes "conditions will be worse during January and February. People expect recovery in the spring—about March."

The Spartanburg *Herald* publishes a report concerning twenty-one cotton-mills in Spartanburg County for the past year, showing that they paid combined stock and cash dividends during the year amounting to more than $8,000,000, a sum which lacked only $850,900 of equaling the combined capitalization of the mills at the beginning of the year. Answering our questionnaire, it is stated that all mills

REO





Standardize On Reos

No need to tell any business man the advantage of having all his equipment of one standard make. ❡ The reasons are many and obvious ❡ But, until recently this was impossible in the case of automobiles and motor trucks. ❡ Concerns that made the kind of automobiles you desired, did not make trucks suitable for your business. ❡ Reo does make the complete—and the ideal line. ❡ For example:—let's take a big city business man who also has a "country place." ❡ He standardizes his rolling stock as follows: ❡ A Reo Sedan for the family—his wife and daughters prefer to drive and dispense with the presence of the chauffeur. ❡ They feel safer for one thing! ❡ For his own use in business hours, a roomy and practical Reo Coupe. ❡ His grown son likes the open touring car. ❡ This the family uses for cross country touring. ❡ His salesmen—he has several—use Reo roadsters—and find them cheaper year in and year out than lesser cars. ❡ His business derives a prestige, and his representatives a pride in the possession of handsome Reos that he considers clear profit. ❡ Then for his city delivery fleet and general hauling, he uses Reo Speed Wagons. ❡ Fitted with special bodies for special purposes, these Speed Wagons fit every business ❡ Equally adaptable to farm service his Speed Wagon hauls produce from, and supplies to his country place quicker and cheaper. ❡ Look into this. ❡ If you use several cars or trucks, you will be able to effect a tremendous saving by standardizing on Reos. ❡ Of course you will have to order early if you hope to have your fleet of Reos soon ❡ "There's never a surplus of Quality".

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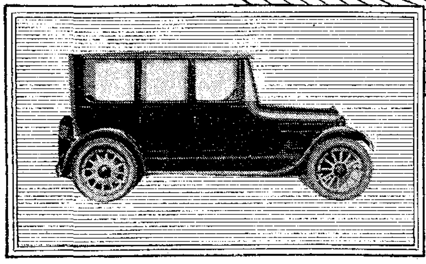
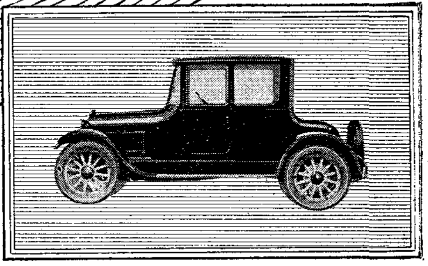


SPEED WAGON
TRADE MARK



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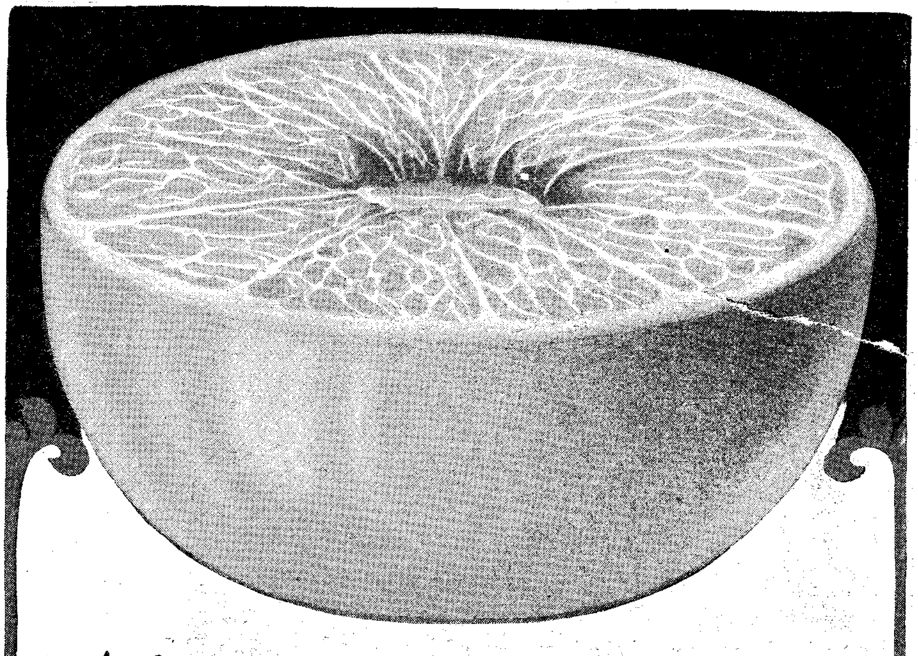

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The big, juicy Sealdsweet grapefruit you can now buy are the very best from Florida's famous groves.

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In the spring, during the summer, through the fall and into the winter they have been storing up Florida sunshine for your enjoyment.

As Sealdsweet grapefruit increase in size they gain in juice, flavor, sweetness and other elements that make them so delightful when fully ripened.

Now and for the next three or four months, your dealer can supply you with the bigger, better Sealdsweet grapefruit that tune the meal and tone the system.

Tell your fruit man you want the large sizes of Sealdsweet grapefruit, because they are fully matured and juicier than smaller ones—he will furnish them if you insist.

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Like grapefruit, Sealdsweet oranges attain perfection at this season.

Containing more juice than oranges grown elsewhere, Florida Sealdsweet oranges are now sweet and full-flavored to the highest degree.

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ORANGES Sealdsweet GRAPEFRUIT

FLORIDA CITRUS EXCHANGE
628 Citizens Bank Building, Tampa, Florida

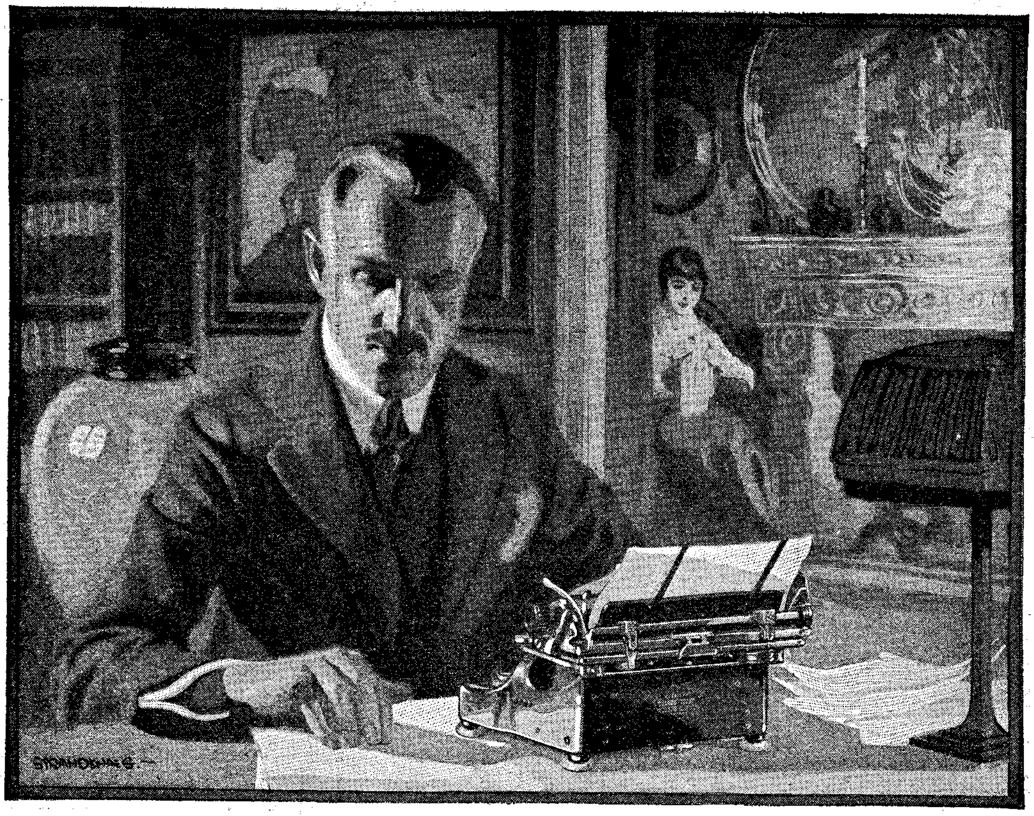
To make sure of dependable grapefruit and oranges, look on boxes and wrappers for the Sealdsweet trademark of the Florida Citrus Exchange, a great body of five thousand grove owners who sell their own fruits to avoid speculation in them.

FLORIDA CITRUS EXCHANGE

manufacturing cotton goods are in operation; some on short time; all have reduced wages from 10 to 20 per cent. Knitting-mills having dull time, but all in operation on short time. Small diversified manufacturing plants practically all running. "The general impression is that business will pick up from now on. Better feeling abou money situation in recent weeks. Cotton situation still difficult, but being accepted. People expect business recovery by better market for cotton and cotton cloth and by the activities that will come with the spring and the agricultural activities."

Georgia—From Atlanta the financial edito of *The Constitution* reports that "no tw people think the same" concerning the date for actual business recovery to begin. He thinks the situation "depends entirely on cotton prices." Listing the two principal industries of the region as agriculture in country and manufacturing in city, the present condition is "cotton prices depressing spirit of farmers. Factories only i fair shape—running slow." The finan editor of the Atlanta *Georgian* lists many kinds of manufactures and reports "practically every plant working full or part time. Labor well paid and almost fully employed. Wholesale and retail trade fairly good to brisk. Every indicatio conditions will gradually improve. Almos general belief that general business will show marked improvement by March 1 and be normal by May 1." It is added that "cotton has struck low and will sell much higher, owing to big acreage-reduction propaganda, empty shelves, and low prices. Many see twenty-five- or thirty-cent cotton by May 1. There is practically no pessimism here despite the cotton prices below fifteen cents. Country merchants are most unoptimistic. Belief is unanimous that conditions will begin to improve after a slow start and that entrance of new Administration at Washington will be a signal for revival of confidence and return of normal stable conditions everywhere. Revival of War Finance Corporation regarded as a very constructive move."

Augusta cotton-mills, brick-plants, and lumber-mills are on half time, cottonseed-oil mills on full time, according to the financial editor of *The Herald*. Conditions are "improving slowly," recovery date is named for about March 1. Altho possessing a good many manufacturing industries like most smaller Southern towns, "prosperity and business depend upon rich farming section. Farmers are holding cotton and marketing slowly, but have had three or four prosperous years and are in better shape than ever before. Spring ought to see business good." Athens cotton-mills have been closed but some are opening "Believe we will experience tighter times until after cotton-planting time," writes The *Banner* editor. "If acreage is reduced price of cotton will advance. Fifty per cent. decrease in acreage will bring thirty-cent cotton. Our people are optimistic and looking for better times." Columbus textile- and oil-mills, brick, tile, and iron works are "mainly running on full time, some textile-mills three days a week." The editor of *The Enquirer-Sun* thinks "conditions will slowly improve" and business recovery begin "April 1, perceptibly, but not fully before next fall." Similar establishments at Macon are reported on "slow time to no time." "Have seen the worst," writes the editor of *The Telegraph*. "Expect very gradual but steady improvement from now forward; January 15 expectancy of average man as to beginning date."



His friends wonder how he gets so much done *But Corona knows—*

THERE is a man in business whom you know, whose capacity for work astonishes his associates.

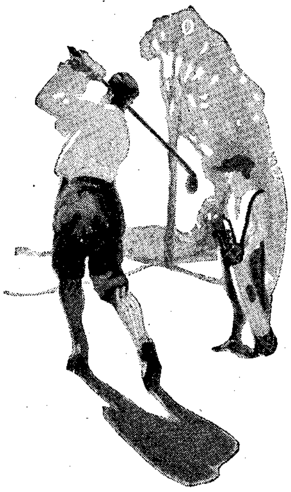
He seems never hurried; his desk is never piled up yet he manages somehow to get through a mass of business, and to keep always one step ahead of his organization.

His friends marvel at it—but Corona knows.

Back in his library at home, with Corona, his faithful little secretary, he handles the really important phases of his task. His thinking and planning is all done there with Corona's help: only the details of execution are left for the office next day.

Corona has a knack of inviting work; of making even the routines of life interesting and attractive. It asks no favors, makes no excuses; it can do all that an old-fashioned stand-pat typewriter can do, and do it anywhere.

See Corona for yourself. Test its lightness; note its strength. See it fold, like a book (a patented feature). And if you fall in love with it, as 300,000 men and women have, then "fold it up, take it with you, typewrite anywhere."



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Write for our interesting little booklet
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The
FRANKLIN

Light, strong, flexible and direct air cooled—easy to start, stop and handle—comfortable, economical and durable—free from trouble and routine care—that is the Franklin Car.

These qualities, together with the materials and the manufacturing methods behind them, have undergone the test of time—nineteen years. Exceptional owner results naturally follow:

20 miles to the gallon of gasoline
12,500 miles to the set of tires
50% slower yearly depreciation
(National Averages)

FRANKLIN AUTOMOBILE COMPANY
SYRACUSE, N. Y.

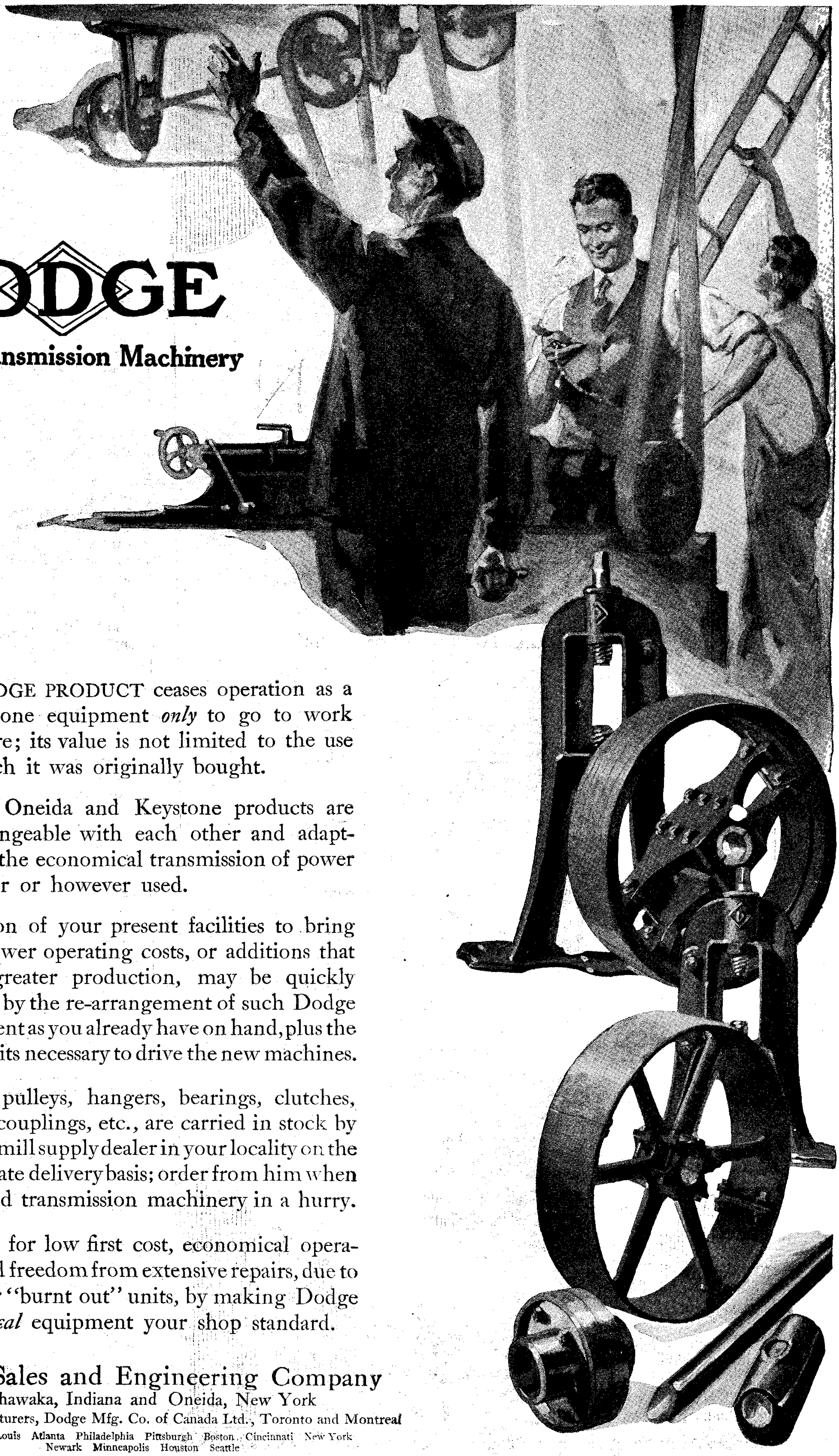
Florida—Rosy reports come from Tampa. Says *The Morning Tribune:* "Tampa manufactures more clear Havana cigars than all the rest of the United States combined, including Havana, Cuba. Tampa is the center of the citrus-fruit, vegetable, and naval stores industry. There is more phosphate mined within a radius of one hundred miles of Tampa than all the rest of the United States combined. Business in this section is phenomenally good. The State is crowded with visitors, homeseekers, investors, and prospectors. We have not felt the pangs of hard times, and building and industrial improvements are continuing at a most amazing rate." The Tampa *Times* has "winter tourists" on the prosperity list of industries, claiming that "Florida probably occupies a more fortunate position than any of her sister States of the South." The Tallahassee *Daily Democrat* editor replies to the questionnaire: "Agricultural industries poor; naval stores poor; lumber good; fisheries good; conditions already improving; people think recovery should be complete in ninety days."

Alabama—In Birmingham "daily improvement is already under way," says the editor of *The Age-Herald.* The report on the chief industries of coal- and iron-ore mining, iron and steel manufacture, reads: "Production now normal in spite of coal strike which has been in effect several months. Steel Corporation plants operating full capacity, others about 50 per cent." The editor of *The News* covers the situation more particularly thus: "Coal good, but declining; coke slow; pig iron very quiet; steel fairly good; lumber only fair; cotton dull. Every indication points to improvement within sixty days with readjustments in labor wages, selling prices of commodity. Some things will be worse before improving. Optimists in majority, expect better conditions in ninety days; pessimists don't look for improvement until late summer or in fall."

At Montgomery the editor of *The Journal* reports: "Live stock dull; agricultural preparation active. Textile-mills on approximately two-thirds time. Other factories running full time, excepting oil-mills." This editor looks for "improvement in all lines as soon as profiteers and specially privileged classes realize that they must do their bit to help in adjustments, same as smaller factors, such as wage-earners and small independent business concerns." Date of beginning business recovery depends upon "resumption of trade where blockaded and hampered by present policy at Washington in throttling business deals in nearly half the world."

"Conditions have not reached a very bad stage" in Mobile, replies the editor of *The Register.* "People believe they are fortunate and expect no greater depression. No great change for the better is expected until the wealth tied up in cotton is released." The report on present industrial activities is: ship-building and repairs, "on peace footing but active"; lumber, timber, etc., "quiet"; naval stores, "no sale, dull."

Mississippi—From Jackson the report is: "Crop yields short. No market for cotton. Cattle prices low. Oil-mill season unprofitable. Light demand for lumber." The editor of *The Daily News* sees "some signs of improvement, especially in lumber. Look for better general conditions within next four months." Opinions are divided on recovery schedule; "some think severe surgical operation is over; now merely question of patient's recovery."



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Power Transmission Machinery

A DODGE PRODUCT ceases operation as a part of one equipment *only* to go to work elsewhere; its value is not limited to the use for which it was originally bought.

Dodge, Oneida and Keystone products are interchangeable with each other and adaptable for the economical transmission of power wherever or however used.

Alteration of your present facilities to bring about lower operating costs, or additions that afford greater production, may be quickly effected by the re-arrangement of such Dodge equipment as you already have on hand, plus the extra units necessary to drive the new machines.

Dodge pulleys, hangers, bearings, clutches, collars, couplings, etc., are carried in stock by the best mill supply dealer in your locality on the immediate delivery basis; order from him when you need transmission machinery in a hurry.

Provide for low first cost, economical operation, and freedom from extensive repairs, due to worn or "burnt out" units, by making Dodge *mechanical* equipment your shop standard.

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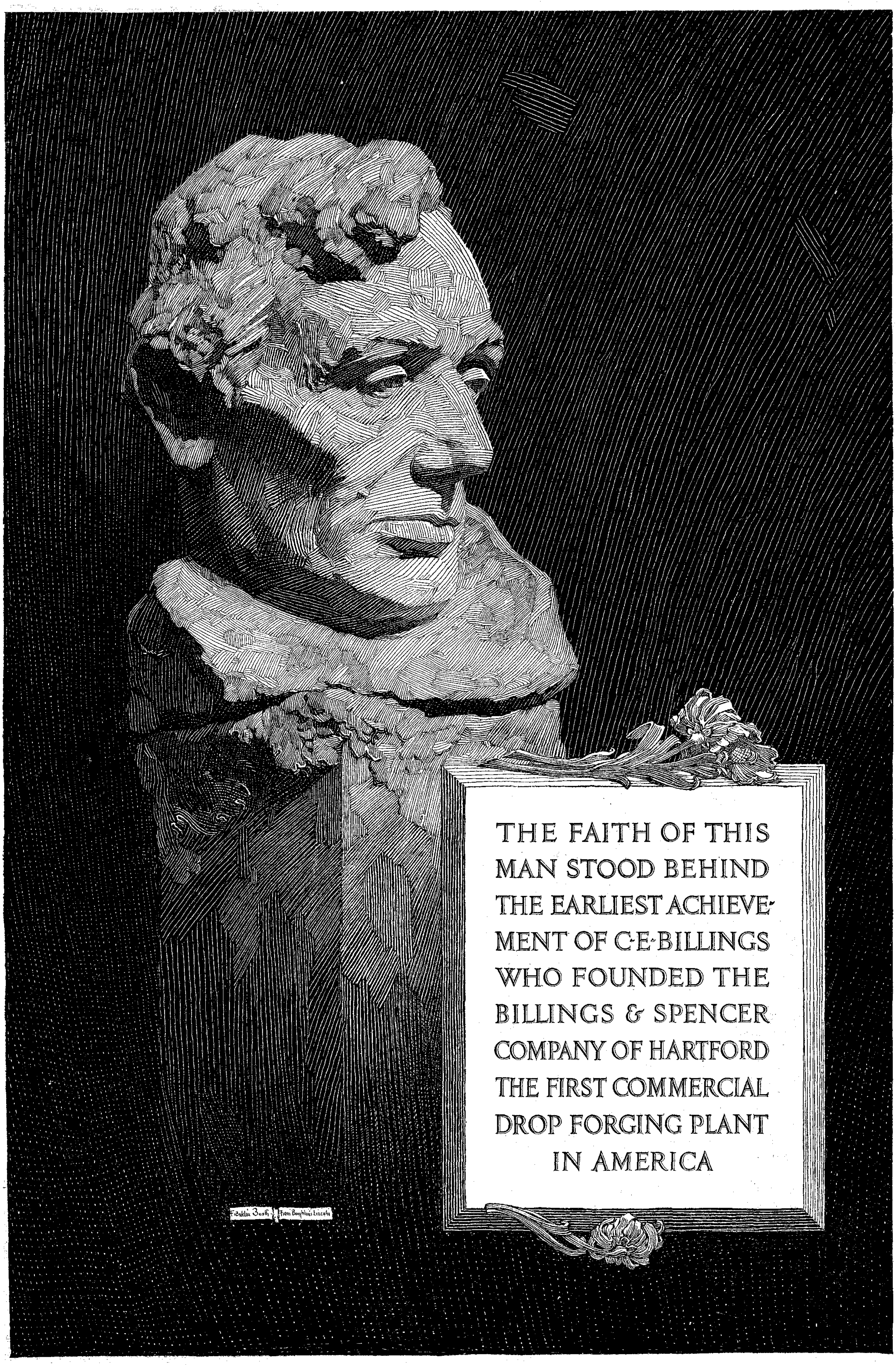
Franklin Booth — From Borglum's Lincoln

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THE EARLIEST ACHIEVEMENT OF C·E·BILLINGS
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THE FIRST COMMERCIAL
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IN AMERICA

Louisiana—"No depression" at Baton Rouge, "owing to refinery activities; great expansion," writes the editor of *The State Times.* "Oil-refining, which is our greatest industry, very active. Others will improve," from present condition, reported as "lumber manufacturing slowed down; cattle and diversified farming slow."

The New Orleans *Item* reports cotton, sugar, and rice "sales light," and gives these specifications: "Cotton-production and shipping, demand low, farmers holding crop for better prices; sugar production and marketing, demand increasing, farmers holding; rice production and marketing, farmers holding for higher price." It is pointed out that New Orleans "is not an industrial city, altho the industrial canal and inner harbor promise many new industries. It is a shipping and marketing center for the South's cotton, rice, sugar, and lumber." Further answer to our questionnaire reads: "All producers say conditions are improving now and look for steady improvement henceforth. People expect business recovery to begin definitely this month or at latest early in the spring." The financial editor of *The Times-Picayune* adds coffee to the list of New Orleans industries, "all experiencing a slow but steady improvement." "Conditions in all lines are already on the mend, and altho progress may be slow for a time, it seems to have started well. Most business men are very hopeful and believe that recovery is already under way."

TEXAS AND HER NEIGHBORS

Across the Mississippi in Texas the editor of the Austin *American* reports that the date of business recovery "all depends on cotton." Present conditions of "cotton, corn, grain, agriculture (no manufacturing), dormant because of ruinous price of cotton." Outlook for conditions "probably worse because of no prospect of cotton rise." The editor of the San Antonio *Light* puts the "oil" industry first as "good—very," and reports general merchandising and manufacturing "fair." "Conditions are improving right now." Beaumont's editor of *The Enterprise* lists oil first, too, writing "oil industry good shape; few inquiries for lumber, none for rice. Outlook encouraging. Expectancy of actual business recovery date within sixty days." "The editor of the Waco *Times-Herald* reports "40 per cent. of cotton still in hands of producers. Marked activity in jobbing before January 1, about 60 per cent. normal at present. Conditions have reached their low level. Gradual increase in volume of business expected until normal level of higher prices has been reached. Recovery beginning at once will extend over period of six months, perhaps longer."

Dallas reports cover present conditions of agriculture (cotton, grain, fruits) and manufacturing: "fair to good; has been some improvement within last few weeks." The financial editor of *The News* and *The Journal* thinks "improvement seems probable" and "marked improvement and recovery is looked for in April to June." Answer to our questionnaire continues in some detail: "Texas and adjoining States have had large feed crops and these have softened the blow of low prices for cotton, and as farmers have a large store of feeds, and do not need to buy as in 1920, their outlay for crop production will be relatively small. There seems to be no doubt that cotton acreage in the present year will be very greatly reduced. The evidences are the manifest temper of the farmers, and the backwardness of plowing and other preparations for a new crop altho the winter has been open and favorable for plowing and other field work. Other evidences are the purchase of breeding animals and fowls and preparation for larger planting of truck crops, notably tomatoes."

The editor of the Houston *Chronicle* thinks "conditions likely to improve. New $7,000,000 export corporation expected to aid. People are hopeful of improvement by spring." The report on present conditions reads: "Oil production and refining near normal; rice industry stagnant; lumber very quiet; cottonseed-oil business stagnant; cotton sales under normal."

Arizona—The cotton situation has first consideration in a report from Arizona. While the editor of *The Arizona Gazette* at Phœnix thinks the "outlook hopeful for all industries," date of business recovery is expected "when cotton begins to move." At present copper-mining is "slack, prices down"; in the cattle industry the condition is "beef good, dairy poor." Regarding cotton there is "hiatus—no market," thus described: "It must be understood that practically *all* the farmers planted to long staple (Pima) cotton, expecting anywhere from $1 to $1.25 a pound for it. The bottom dropt out of the market, chiefly because of curtailment of the automobile-tire industry's production, and the growers were left with a large crop for which there still is no demand, even at sixty-five cents, which is as low as the price can go and net the farmer any profit. Production cost of cotton is high here because of irrigation and picking. The imported Mexican picker gets from 4½ to 7 cents a pound, and works as he pleases."

Oklahoma—In Oklahoma oil has a leading place as an index of conditions. One report from Tulsa has oil production "active" at the head of the industry list, which includes zinc- and lead-mining, wheat-growing and stock-raising. The editor of *The Tribune* says the business situation "is already improving." The editor of *The World* lists only production and refining of petroleum and allied manufacturing industries, which, he says, are "quiet, due to a somewhat lessened demand to a certain extent seasonal." He thinks conditions "improving as price of crude oil adjusts itself. April is expected to see renewed activity." At Oklahoma City the editor of *The Daily Oklahoman* lists oil, agriculture, and jobbing conditions "good, normal for this season of year; farm conditions depressing. Believe this section has seen the worst of it. Expectancy of recovery, thirty to sixty days." *The Leader* at Guthrie answers: "Agriculture bad, twine-making normal, cotton goods slow. Improve after May 1."

Arkansas—"An upward trend is indicated in every line," answers the editor of *The Arkansas Democrat*, Little Rock. People expect recovery "immediately." Conditions now are: "Cotton, very slow; mining coal and bauxite, brisk; lumber, fair." The Little Rock *Daily News* answers: "Oil is just beginning to develop, agricultural interests are very active, timber always strong, and stock-raising on the increase. Conditions are improving and going to continue to. Never needed any recovery here to speak of. There was a lull, but merchants lowered the price and business picked up." *The Arkansas Gazette*, Little Rock, reports "cotton 25 per cent. movement, cotton-oil mills, 50 per cent; coal, 25 per cent. normal; bauxite, 12 per cent.; lumber, 50 per cent.; manufacturing lumber products, 40 per cent.; rice, 5 per cent. of normal."

Jim Henry's Column

Habit

Don't you sometimes get to dreaming of being *free?* I don't mean just roughing in the open—the idea is rather to get away from all the customs and habits which seem to crowd in on a man more and more as he gets older.

Wouldn't you like to do differently every blessed act of yours tomorrow?

Different bathroom, different clothes, different breakfast, car, office, stenographer, a new line of business chatter—you know the feeling.

As near as I can analyze it, a habit is the result of instinct taking the place of intelligence—thinking with your muscles instead of your brain.

For example, quite a lot of men use hard shaving soap because once upon a time it was the best thing they could get and the habit gripped them. Some will go down to the grave without ever having enjoyed the amazing sensation of a sharp razor purring through a Mennen treated beard that hasn't any more bristle than the fur on a kitten's chin.

That's what I mean by being free—emancipating yourself from the kind of soap that soured your Grandfather's life and with reckless abandon giving Mennen Shaving Cream a trial.

Just one shave will show you that you don't have to rub in Mennen lather with fingers—three minutes with the brush will tame any beard. Try cold water if you like—it works as well as hot—but use three times as much water as usual.

and afterwards—Mennen Talcum for Men—it doesn't show

After all, you will just swap one habit for another—for no one ever changes from Mennen's. My demonstrator tube costs 15 cents by mail.

Jim Henry
(Mennen Salesman)

THE MENNEN COMPANY
NEWARK, N.J. U.S.A.

MENNEN
MENNEN SHAVING CREAM

Oliver Twist-ed

WHAT! Back for more? When one bowl has been enough all along!

Who of us has not expressed something of this same indignation—now that our public servants the electric light companies are "asking for more," and asking it from *us*.

Their argument is, in effect, that for some time past one bowl has *not* been enough, that the gruel itself has been getting thinner and thinner, that they have been called on for more work and therefore need more substantial fare if we want them to do a good job.

Now just what are the facts?

Electricity is one of the few essentials which have shown little increase in price during the years when everything else went up. But it kept costing more to make it and deliver it to your home or office.

Small wonder then that service has suffered, and people who need electric light and power cannot get it. Then obviously to raise the rates would be the most sensible course for all concerned—for the electric light people and in the long run for the public too.

With the added income and capital flowing in, the company could build up an adequate plant to handle the ever growing demands placed upon it, this year and next year and ten years from now.

Here's a question that concerns the good of the whole community. Let's see if it needs fixing in our town, and then let's decide the problem fairly and squarely on its merits.

Published in the interest of Electrical Development by an Institution that will be helped by whatever helps the Industry.

Western Electric Company

No. 21 *To see the countless ways in which electricity serves—through telephone, light, household appliance, railroad safety device—is like watching a series of moving pictures from the Western Electric catalog.*

FROM MISSOURI TO THE DAKOTAS

"Conditions are likely to get worse—not much," thinks the financial editor of the St. Louis *Globe-Democrat*. Of the date for business recovery to begin "some say in the spring, some say still later." St. Louis has 3,300 factories, "makes a fifth" of the country's shoe supply, is "the world's greatest fur market," claims to be second as a tobacco-manufacturing center is a great marketing and distributing center for horses, mules, live stock, grain, lumber, coffee, etc. Estimates of present activity "range from 40 to 60 per cent. of normal, except automobile-factories. Some closed, some working 10 to 20 per cent." The financial editor of the St. Louis *Star* replies by sending a clipping of a survey of representative manufacturing plants on the subject of unemployment which "reveals that thousands of workers in many industries are idle, but that the outlook is for a resumption of work soon. Most employers are optimistic. A few do not expect an appreciable betterment of conditions for several months."

"Dominant opinion is that the West is at the bottom of the depression and likely to develop improvement," answers the market editor of the Kansas City *Star*. Recovery "probably before spring" is expected. Likewise the editor of *The Journal* says, "Conditions show upward trend; people think spring business will be better." On present activities—packing, flour-milling, oil-refining, steel and iron, live stock, and grain marketing, wholesale manufacturing—answers read: "Moderately depress but hopeful as to the future"; "almost normal, little unemployment, trade slack."

Kansas—"Slightly worse, then better," is the Kansas forecast of the financial editor of the Emporia *Gazette*. People expect recovery to begin "in the spring." Farm and cattle conditions are "bad"; other industries—railroad shops, milling, etc.—"slightly below normal." "Unemployment is increasing, but farmers are having difficulty obtaining hands."

Wichita editors answer: "Conditions will improve, recovery expected to begin in ninety days"; "they will improve from now on, as we expect wheat to go up, business recovery dated any time up to March 1." *The Eagle* reports: "Agricultural conditions good, prices shot to pieces; live stock dullest in ten years; oil, almost all tests shut down." *The Beacon* lists also flour-milling and packing, describing condition of all industries "fair."

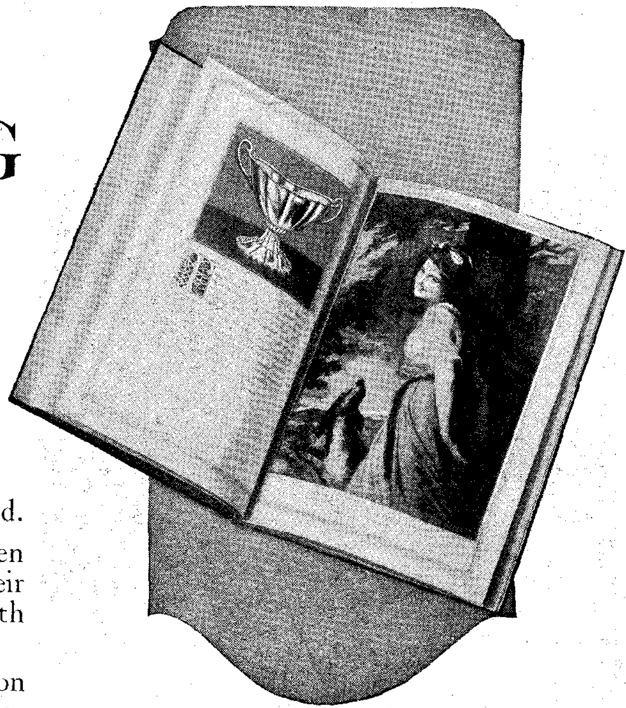
"Probably somewhat worse" conditions, with expectation of business recovery "next spring in the East," are the answers for Leavenworth, according to the editor of *The Times*. At Leavenworth, however, manufacturers of machinery, stoves, and furniture are now "all working full time."

Nebraska—Omaha conditions are said to be "slack" in the chief industries of meat-packing, jobbing, and agriculture. The editor of *The Daily News* thinks conditions are likely to become "slowly better," and finds people expecting business recovery "about the opening of spring."

At Lincoln, agriculture, transportation, and distribution are respectively characterized as "waiting for better prices, slightly dull, somewhat deprest." The editor of the Nebraska *State Journal* thinks "slow trade is indicated until spring," and people expect business recovery "before the end of 1921."

Iowa—Replies to our questionnaire from

"Why doesn't My PRINTING look like your Sample Book?"



SAMPLE books of Warren's Standard Printing Papers are carefully printed. We know the value of good printing, and buy no other kind.

But the reason the Warren sample books often amaze a buyer of printing, by the beauty of their typography and press work, is simple and worth knowing.

If we start out to prepare a sample of printing on Warren's Lustro, for example, we know in advance one extremely valuable fact.

We know we are going to print on Warren's Lustro.

You will never get the best printing results by laying out your dummy, making your engravings, and then saying, "Now, let's see, what paper shall we use?"

Even if you select a Warren Standard Paper, you are still likely to fall short of perfection if the planning of your printing was done without this definite standard of printing quality in mind.

How much farther away will you be from the best if you produce your printing upon a paper that has no known standards of printing quality—where the printer himself cannot be sure, until his presses have started, just how creditable a job he is going to produce?

To give you an idea of what a standard, unvarying printing surface means to a printer, we quote from a letter written by the head of a large printing house:

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We have recently issued to all paper merchants selling Warren's Standard Printing Papers a book on Warren's Lustro, which you should have if you are planning any printing where fine-screen half-tones play a part. The book is now in the hands of Warren merchants, who will distribute copies to printers, engravers, advertising managers, artists, and designers. If you do not know the Warren Distributor in your city, write us for his name.

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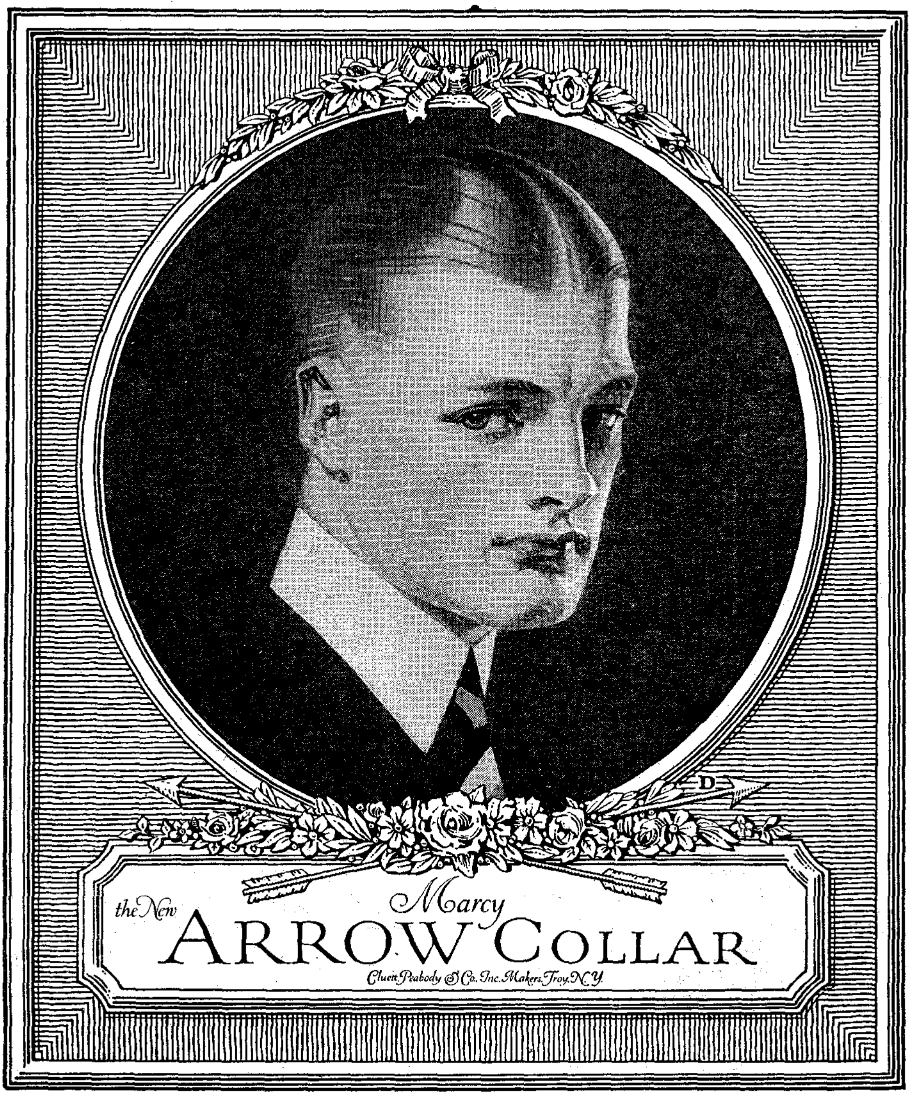
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Iowa show Sioux City business men "optimistic, looking for improvement." *The Journal* publishes a symposium in which merchants and business men uniformly predict general prosperity in 1921. The answer concerning present conditions is: "Live-stock markets and packing plants, under normal; terminal elevators and cereal mills—grain moving slowly, mills operating normally; jobbing and wholesaling business not good."

At Davenport, "gradual improvement is expected," business recovery to begin "about April 1." The report of conditions covers Davenport, Rock Island, and Moline: "Farm implements, closed or running in small way; automobiles, closed; washing machines, closed—to open soon; freight-cars, some work—expect more soon; metal wheels, running 80 per cent. output; industrial locomotives, little activity; Rock Island arsenal, normal peace-time force."

Cedar Rapids people "have confidence business recovery is beginning now." Pork-packing is "fair"; pumps, "slow"; cereal manufacturing, "improving," reads one reply. Another report, including furnaces and railroad shops in the industry list, says, "All working full time with reduced forces; all lines of business report outlook better; leading lines expect general resumption by March 1."

"Improvement" is also expected at Burlington, recovery to begin in "late spring or early summer." Present conditions are detailed: "Very little new business coming in. Twenty per cent. of force laid off in railroad shops. Boiler and engine shops working full time, chiefly on foreign orders, but little new business in sight. Furniture, basket, and pearl-button industries working part time or shut down."

At Waterloo the editor of *The Evening Courier* replies: "Agriculture normal, but farmers deprest and not buying freely on account of low prices received for products. Manufacturing of farm implements light, about 60 per cent. of normal. Look for improvement in conditions and believe farmers will plant usual acreage. Manufacturing outlook uncertain; awaiting further readjustment of prices of raw materials and consumers' demands. Wages have been lowered in some lines of industry. Strong hopes are exprest of marked turn for better conditions in the spring. Another big crop year like 1920 would improve the outlook and stimulate trade."

Wisconsin—Depression is reflected in answers to our questionnaire from Wisconsin. At Milwaukee, "out of 132,000 employed normally, about 30,000 or more are out of work," we read. "Some lines like metal trades may still have depression to meet before July 1, but most industries expect some rally in first half of 1921, and much greater rally in last half." Because of diversified industries Milwaukee conditions "are much better than in the rest of the country," says one report. "Metals lead," says another, "with a little of everything"—present condition "dull." One estimate of activity is, "metal trades, 25 to 100 per cent.; leather, 40 to 60 per cent.; textiles, 60 to 100 per cent.; food and allied industries fairly active." Three Milwaukee forecasts are: "Feel that conditions will undoubtedly improve, the depression will probably reach its worst state about February 1. People expect recovery to begin the latter part of February or beginning of March."—*Wisconsin News.* "Expect slow improvement first six months of 1921 and more rapid improvement in last half People expect slight rally in next thirty to sixty days"—*The Journal.* "Impression is, conditions will improve slowly. Date of actual business recovery people are not predicting"—*The Sentinel.*

"On the decline thus far" are conditions reported from Madison, according to *The Wisconsin State Journal.* Machinery is "40 per cent. active"; condensed milk "shut down temporarily"; packing "somewhat short of normal." People expect "slow improvement throughout spring."

"About at the bottom now; any change sure to be improvement," answers the editor of *The Tribune* and *Leader-Press,* La Crosse. Dairying and general farming are "fair"; tractors and agricultural implements "poor"; rubber footwear "excellent." People expect actual business recovery "to be started in a small way by spring, but look for about a year of general uncertainty before generally normal condition is reached."

From Oshkosh, the editor of *The Daily Northwestern* answers: "Lumber and woodworking virtually at standstill; metal manufacture dull; farming and dairy farmers dissatisfied with low prices. Indications point to gradual improvement, especially if spring brings anticipated building boom. People expect business recovery to begin in two or three months."

Minnesota—From Minneapolis the most definite estimate of present activities reads: "Flour-mills, scant half capacity; farm implements, machinery, slightly over half capacity; farmers holding grain, but selling more than recently." Another report includes also city grain handling, and jobbing and iron-mining in the State—all industries "slowed down." *The Journal* editor sees "slow improvement following liquidation," people expecting recovery to begin "some time in spring." The *Tribune* editor says: "We're pretty well off in the Northwest, comparatively. Conditions are not apt to grow poorer in this section. Actual canvass shows people expect recovery to begin March 1 to May 1." The *Daily News* editor thinks conditions likely to be "worse, but only as they become more cumulative. Recovery is expected in early spring, when losses in agriculture and business have been accepted and written off." The situation at this great primary wheat market is thus described:

"Prices on this year's crop have sagged steadily since harvest and farmers have been holding their grain, partly because they disliked to accept what is a positive oss in some cases and partly because of sentiment. Failure to cash in on the crop has frozen credits and left the banks, particularly country banks, holding the bag in the shape of notes which the farmer either could not or would not pay.

"From sources which the farmer respects, there is now coming advice that he takes his loss and clean up, so he is more disposed to become reconciled. In order o prepare for the 1921 crop, he will have to cash in the grain he now holds by early pring, and the situation will then be elieved.

"One interesting development is that nfluences which were instrumental in afecting the farmers' sentiment for holding he grain have apparently been frightened by actual and prospective results and have eversed their original advice."

St. Paul answers: Agriculture, "usual winter activities"; grain, "fair"; live stock, dull"; packing, "fair"; manufacturing, dull," "slow"; railroads "fair and improving." The financial editor of *The Pioneer Press* and *Dispatch* says, "Improve-

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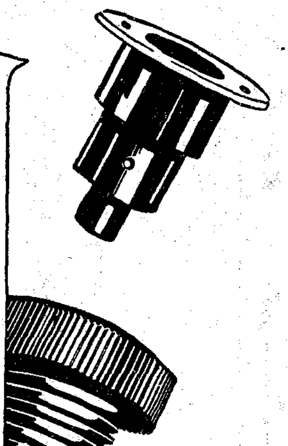

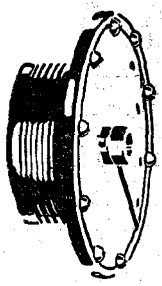

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Chicago Illinois

ment is looked for by majority, and genera opinion is that spring will see turn fo the better." The financial editor of *Th News* thinks "every indication is fo improvement, but slowly. Of actua business recovery, venturesome sa April or May; cautious say middle o year."

"We have little depression to recove from," writes the editor of the Dulu *News-Tribune*. "Mining and shippin closed because of winter. Grain marketing quiet. All manufacturing industr running full time—some twenty-four hou daily. Shipyards closed now but start i five weeks on six new barges for Erie Cana Building industry and retail trade are du —former gives promise of big spring boon Retail trade likely to be worse befo better. No signs of any pick-up in oth business. Mining and shipping will begi to boom in April, when navigation on Gre Lakes opens." Says the editor of *Th Herald:* "Iron mining, steel and iron ma ufactures, shipping, agriculture are fairl active for the season." "General beli seems to be that the worst is about pa and that especially toward spring the should be gradual and strong improv ment."

North Dakota—Farming and stock-raisir are very quiet, says the Bismarck *Tribun* Conditions "will get better as soon as t farmer lets go his products and we get ne crops. They won't get worse. Actu business recovery will not begin until t marketing problem is solved equitably an farmers can move their stuff to market The editor of the Grand Forks *Herald* r ports stagnant conditions and prospects early improvement with "the opening spring, starting of farm operations, an resumption of building." It is explain that certain sections have suffered fro four successive crop failures; mercha and banks have carried accounts beyo value of available security. Price shrin age has depreciated the security. In oth sections better crops have been held f higher prices and collections have be poor; there conditions will be difficult un the new crop is harvested. In the rest the State grain and live stock sold "at t market" before spring operations beg will ease the situation and inspire cautio purchases. A six-year shortage in growi cities makes building on a fairly libe scale imperative. "There will be no d liberate cutting down of acreage. T average farmer, not being a fool, will t to make his plant produce as largely possible." The Fargo *Courier-News* poin out that farming shows "no activity winter. Activity in season depends weather and prices. Conditions will i prove somewhat when farmers sell balan of wheat now held, but real improveme must depend on conditions when 1921 cr is sold this fall."

South Dakota—Jobbing and agriculture a in fair activity, according to the Aberde *American*. Commercial travelers are ready on hand "spreading the gospel good cheer and hopefulness." Conditio are improving now, and "with the openi of spring work things will be almost norm We are getting used to the wheat pric by now." *The Argus Leader* of Sioux Fa reports a depress condition of agricultu which is "certain to improve," with pro pect of beginning recovery in thirty ninety days. But the Pierre *Capital Jou nal* answers: Principal industries, li stock and farming, "quiet"; conditio likely to become "worse"; expectation recovery to begin "in the spring."

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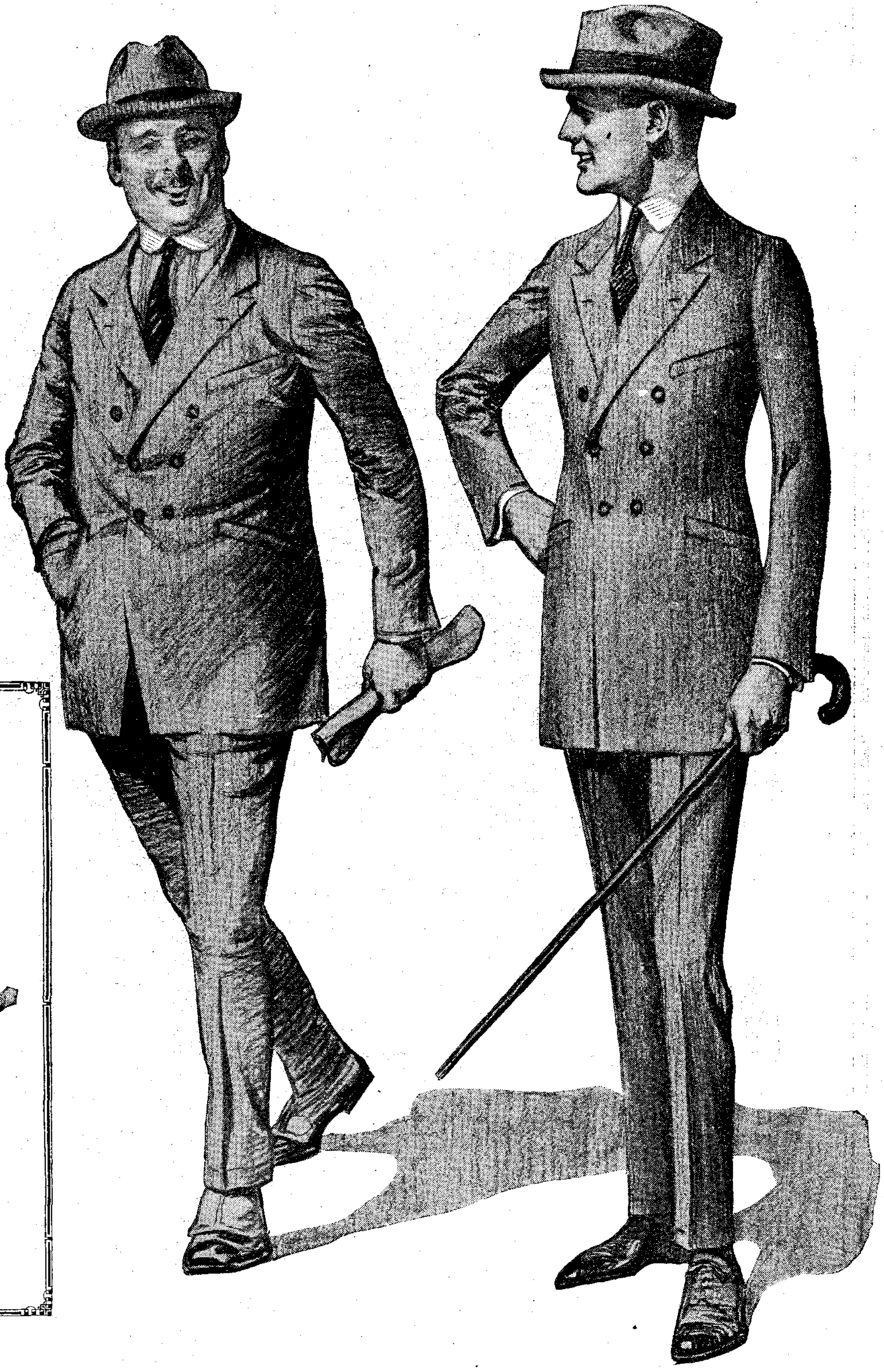

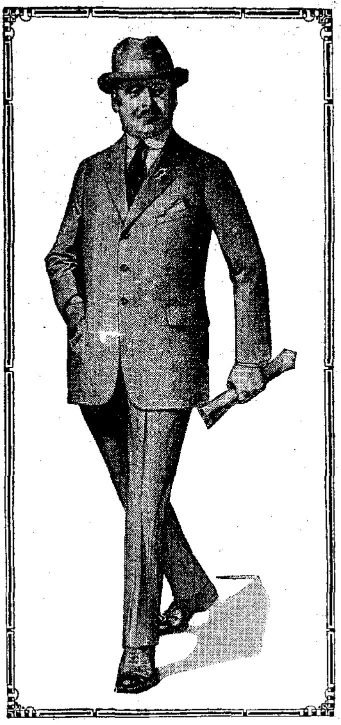

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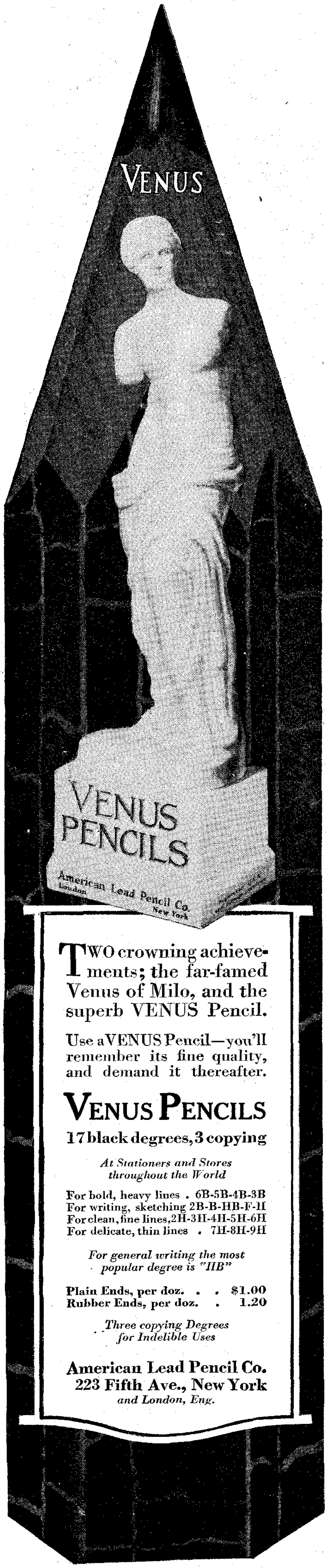

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ROCKY MOUNTAIN REGION

Colorado—In the Denver region people expect business recovery to begin "not for a few months, generally speaking." The editor of *The Post* thinks conditions "apparently will improve during this year." He reports "mining, sluggish but improving; agriculture, big crops but poor demand with low prices—prospects brightening, however. Oil (in Wyoming) very active." Further: "Regarding agriculture: Colorado's sugar-beet crop was a record-breaker, and prices paid for beets were the highest ever paid, averaging $11.80. Very little of this sugar has been sold, but the companies are not worried about this. Farmers generally are not paying off their bank loans with the result that many country banks are badly pinched. As beet-sugar is the big cash crop, much will depend upon the price to be paid for the next season. At present prices of sugar, the companies can hardly pay more than $8 or $9 a ton for beets. There are about 260 pounds of sugar to the ton of beets, so that under existing conditions sugar when manufactured costs more than it brings.

"Stock-growers are in bad shape; 1919 was a poor year because of drought necessitating selling of immature stock and leaving impoverished herds to carry into 1920, which was a good year for feed with low prices for hay ($8 a ton compared with $24 the year previous), but a falling beet and mutton market. Credit extension, which will relieve the banks which are carrying cattle loans, will revive the industry quickly, as will also a higher tariff.

"Merchants have had a large year and have earned good profits in spite of inventory losses. Local banks are in liquid condition but fearful of the country banks. A few small banks have failed, but the situation seems to be improving."

Utah—"Conditions began to improve late last fall and are continuing to improve," answers the editor of *The Evening Telegram*, Salt Lake City. "Both wholesalers and retailers report improvement now under way. Money situation much improved." Of the principal industries—mining, smelting, sugar-beets, agriculture generally, and horticulture—condition "has been good, and now is increasing except as to copper, with prospects better for that industry."

Wyoming—"Probably no worse—will improve in spring," is the forecast of conditions from Cheyenne by the editor of *The State Tribune* and *The State Leader*. People expect business recovery in "March, April, or May." Locally, conditions of industries, railroads, creamery, saddle- and harness-making are "quiet."

Nevada—At Carson City mining and farming are reported "in very good condition." The Carson City *News* men think "things will improve very soon," and find people expect business recovery "within the next few months."

Idaho—At Boise City agricultural conditions of activity are called "not very good." *The Capital News* forecasts that conditions "will probably improve," business recovery expected "early in spring."

Montana—Great Falls appears to have been the hardest hit in Montana. The conditions of copper-reduction, cattle, and sheep and agriculture are all "bad, producing at less than cost," according to the editor of *The Daily Tribune*, who adds, "bottom reached and will be better soon." People expect business recovery "about next spring." Further, we read: "Money is scarce. Liquidation of weak business going on. Banks in better shape than two months ago. Stores all selling at cut prices, and commercial business not bad in quantity, but profits small or lacking altogether." At Butte, answers the Butte *Miner*, "Mining and jobbing are curtailed to 40 per cent. of normal. Copper and other metal markets not likely to get appreciably worse. Some improvement in spring expected, but slight." At Helena, mining and smelting activities are estimated at 50 to 60 per cent., manufacturing 90 per cent.; farming crops are "good," stock-growing "reduced 30 per cent.; sheep, 45 per cent." The *Independent* editor thinks conditions "improving now. Spring will see mines running 75 per cent. All other lines promise to be normal."

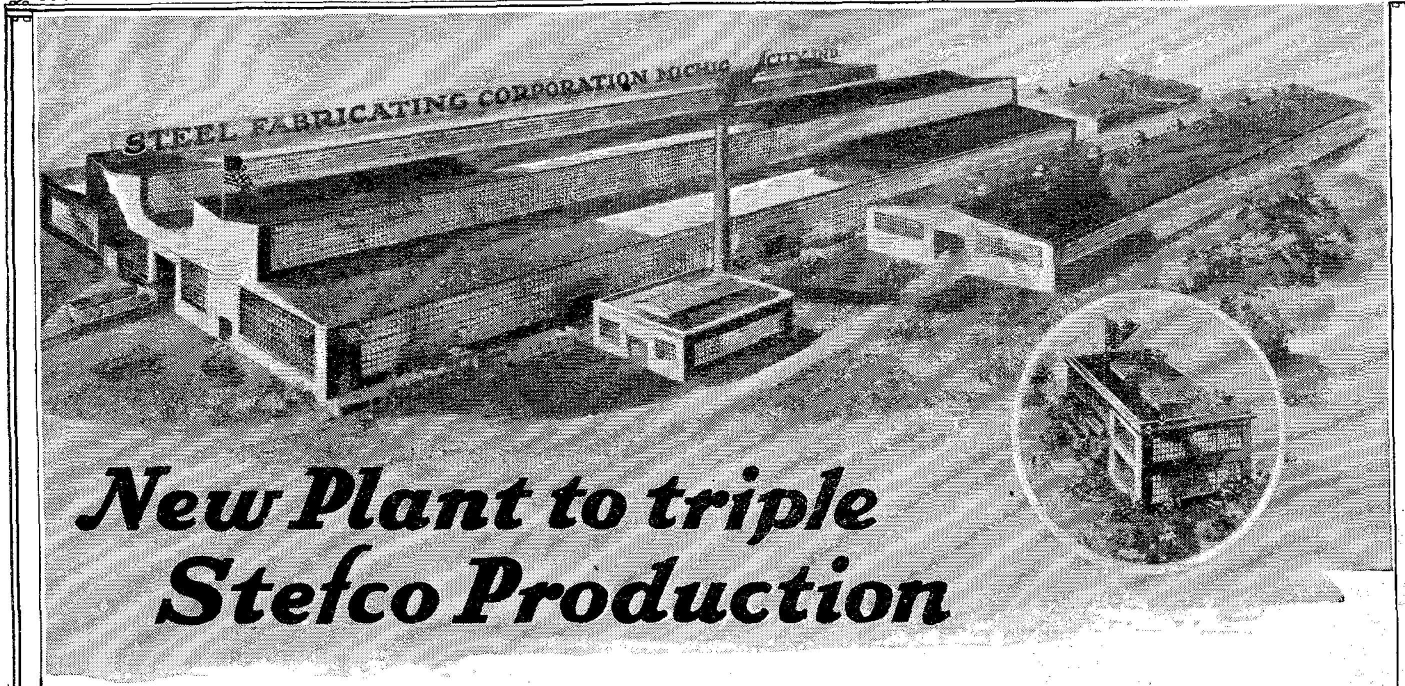
ON THE PACIFIC COAST

"Slump has scarcely been felt here yet," answers San Diego, California. The editor of *The Sun* thinks conditions are "likely to be worse, as this region usually feels both prosperity and bad times after other sections of the country." Conditions are "good" now in fish-canning, citrus-fruit and products, vegetables, beans, grain-raising, automobile tires, etc. Recovery date, "probably early summer."

One Los Angeles editor says "slump not yet so marked as in East; conditions probably worse before improving, probably in early summer." This report from *The Evening Herald* marks motion-picture making, food products, ships, packing clothing, now "nearly normal." The financial editor of *The Express* thinks conditions "will improve," expectancy of business recovery in "March, 1921." Regarding present conditions of industries we read: "Oil, good—best in State's history; citrus-fruits, good (with exception of lemons); manufactures, fair for next three months, but capacity business after that." The *Examiner's* list includes walnut-growing, tire-manufacturing, canning, box-making, and some steel in the industry list, "in most instances up to normal" adding: "More lumber comes to the port of Redondo Beach than to any other port on the Pacific coast. The increase in number of manufacturing plants in Los Angeles has been at the rate of about 1,000 a year for the last three years. Prevailing sentiment is that worst is over and that the coming year will show considerable improvement. Opinion somewhat divided but few authorities extend period until business recovery beyond three or four months." *The Times* answers: "Excepting cotton, there has been no marked slump in this region, where conditions are comparatively better than in the East or Middle West. See no reason to anticipate any further reaction. Business recovery is already under way and gaining momentum." "Slightly worse" is the trend ahead in the opinion of the editor of the Pasadena *Star-News*, but conditions generally in this residential city are "good." Building has been active, with an indication that it will continue to be for months to come. Business has been very satisfactory. It is expected to slow up soon, but to be on a normal basis by the coming fall or winter."

Stockton's Chamber of Commerce answers: "Manufacturing, curtailed production; agriculture, between seasons. Conditions likely to improve; people expect the business recovery to begin within sixty to ninety days." From Sacramento *The Union* reports railroad shops, canneries, foundries, farming section "25 per cent. below normal, but will be up to standard by March 1."

At San Francisco conditions "will be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worse before better," thinks the financial editor of *The Argonaut.* People expect business recovery date "in the late spring." Present activities are listed: "Ship-building about 75 per cent. normal; gas-engines and machinery about the same; fruit and vegetable canning, good; cotton goods about 65 per cent."

Oakland answers are: "We have had no set-back. Conditions good. We expect a good year."—*The Enquirer.* "Conditions are rather good and not expected to get worse. Business recovery is beginning right now, if there ever really was any slacking up at all."—*The Tribune.* Details of present conditions are reported: Manufacturing, "good"; ship-building, "fair"—about 75 per cent.; "four yards working"; gas-engines, "good"; farming, "fair"; food products, "very good."

Oregon—In Portland, "opinion prevails that probably conditions will be further depress before recovery comes." Business recovery is expected "in lumbering and some other lines, March 1, with general easing of the strain by July 1." This reply from the financial editor of *The Telegram* reports: "Lumbering, ship-building, furniture-manufacturing; exporting of wheat, flour, salmon, wool, live stock, and forest products—quiet in all lines; demand for products, light; many industrial plants closed."

Washington—"Conditions on Coast have not yet reached bottom," answers the editor of the Tacoma *News-Tribune.* "We are usually six months behind East in trade movements." Present conditions are: "Lumber and allied industries, slowing down; furniture factories, millwork, ship-building, still good."

The Seattle *Star* man thinks conditions "likely to improve"; people expect business recovery "immediately." Present conditions are: "Lumber at a standstill; fishing, unsold stocks piling up; flour-mills, very good." *The Times* reports lumber-mills, commerce, general manufacturing, all "subnormal," saying "improvement anticipated, probably between March 1 and April 1."

Some Young Ideas.

TEACHER—"Where was the Declaration of Independence signed?"

BRIGHT PUPIL—"At the bottom, mum."
—*Cincinnati Enquirer.*

TEACHER—"Do you know the population of New York?"

"Not all of them, ma'am; we've only lived here two years."—*The American Boy.*

TEACHER—"Swarms of flies descended upon the Egyptians, but there were no flies on the children of Israel."

SMART BOY—"There ain't now, either."
—*Cleveland News.*

Treating 'Em Rough.—At a recent London dinner George Bernard Shaw was the guest of honor. The toastmaster in introducing him said that a certain club in London recently had voted on "who are the three most famous living Englishmen?" The balloting showed George Bernard Shaw, Lloyd George, and Charlie Chaplin far in the lead.

"And I can't help wondering," said the toastmaster, "how Mr. Shaw likes the company in which he finds himself."

"I don't mind Charlie," spoke up Mr. Shaw.—*New York World.*

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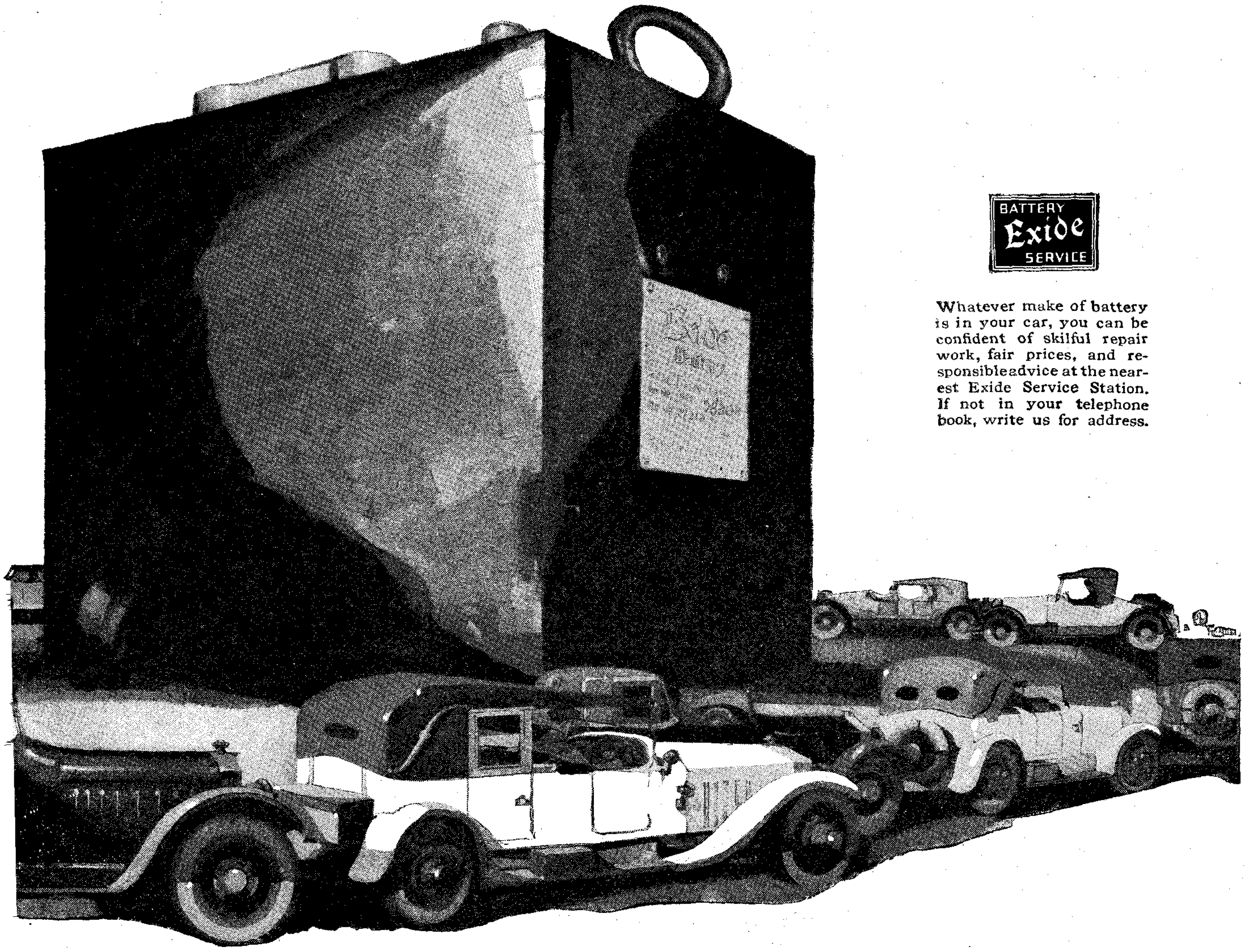

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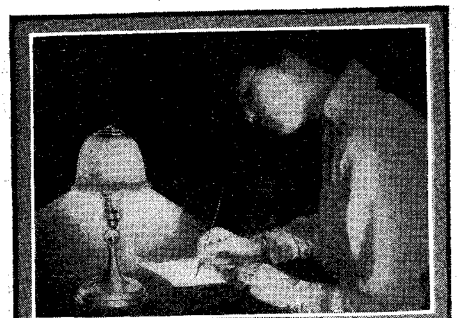

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7%

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SHOW HIM THIS!

One of the largest manufacturers of paints for plant maintenance and upkeep has an unusual opportunity for six capable salesmen to sell its products. Experience in selling paints or other products to industrial plants preferred but this is not absolutely necessary. These positions offer "a-larger-than-average" income, an unusually big future and a life long connection.
THE TROPICAL PAINT & OIL CO., CLEVELAND, OHIO

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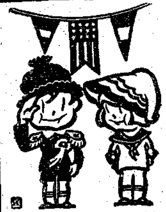


Hail! Columbia—in a Dennison Crepe Paper costume, surrounded by Dennison's clever and appropriate emblems of young America. Dress up your table with Dennison decorations, too.

Send to Dennison Dept. M. for "Patriotic Booklet." Your children will love "The Further Adventures of Jim, John and Jane." Send for it. It's free.

107 What Next ?

INVESTMENTS ◆ AND ◆ FINANCE

1920 IN THE AUTOMOBILE INDUSTRY

THE year 1920 was rather spectacular and exciting for the motor-car industry, observes *The Wall Street Journal.* Intensive efforts to increase production, which marked 1919, continued throughout the first six months of 1920, when output and sales of motor vehicles were at a rate 30 per cent. better than the corresponding period of 1919, the best previous year in the history of the industry. But late last summer the demand began to fall off. Manufacturing schedules were cut down steadily and the close of the year found most automobile plants barely operating. *The Wall Street Journal* continues:

> Early in 1920 it was estimated that approximately 2,225,000 passenger-automobiles and about 400,000 motor-trucks would be turned out. Actual figures show that about 1,875,000 passenger-cars and 340,000 trucks were made. Yet with total production of about 2,215,000 motor vehicles, against 1,974,016 for 1919, the best previous year, 1920, despite drastic curtailment in the last quarter of the year, was a record-breaker in point of output.
>
> While earnings of the motor companies last year will not come up to earlier expectations, results in most cases will compare favorably with the previous year. In almost every instance net profits in the first six months of 1920 were largely in excess of any previous half-year period. Altho actual earnings in the last half, in many cases, showed no great falling off, extraordinarily heavy depreciation charges and mark-offs on inventories brought surpluses for dividends down substantially.
>
> Among the important developments of the year none created a greater stir than Henry Ford's unexpected action in cutting the prices of his products to a prewar basis. While the immediate result was a storm of protest from other automobile manufacturers, who held that lower prices were not warranted by existing costs, most of them found it necessary subsequently to follow Ford's example.
>
> Contrary to general expectations, price reductions did not materially help sales. On the contrary, they precipitated a wave of cancelations which swept the entire industry. Buyers canceled orders on dealers; dealers refused to take cars from distributers; distributers stopt the factories; the factories shut down on the parts makers and the parts makers cut off the raw-material manufacturers. The result has been a curtailment of the second greatest industry in the country to a basis of about 20 per cent. of normal. Strenuous efforts on the part of various associations connected with the industry, in getting the different groups together, is going a long way toward bettering conditions.

A significant event was the entrance of J. P. Morgan & Co. into the affairs of the General Motors Corporation, which, we are told, "was hailed with much enthusiasm by the trade as indicating the belief of strong financial interests in the soundness of the industry." W. C. Durant, the founder of General Motors, sold a large part of his holdings to the Duponts, thus placing the control in the hands of the Dupont-Morgan group. Durant then retired as president and was succeeded by Pierre S. Dupont. Toward the close of the Year, *The Wall Street Journal* notes, "a few of the weaker and smaller motor and accessory manufacturers found themselves in financial straits and receivers were appointed; but, despite rumors involving at one time or another almost every motor company of any consequence, the industry as a whole came through 1920 in fairly good shape."

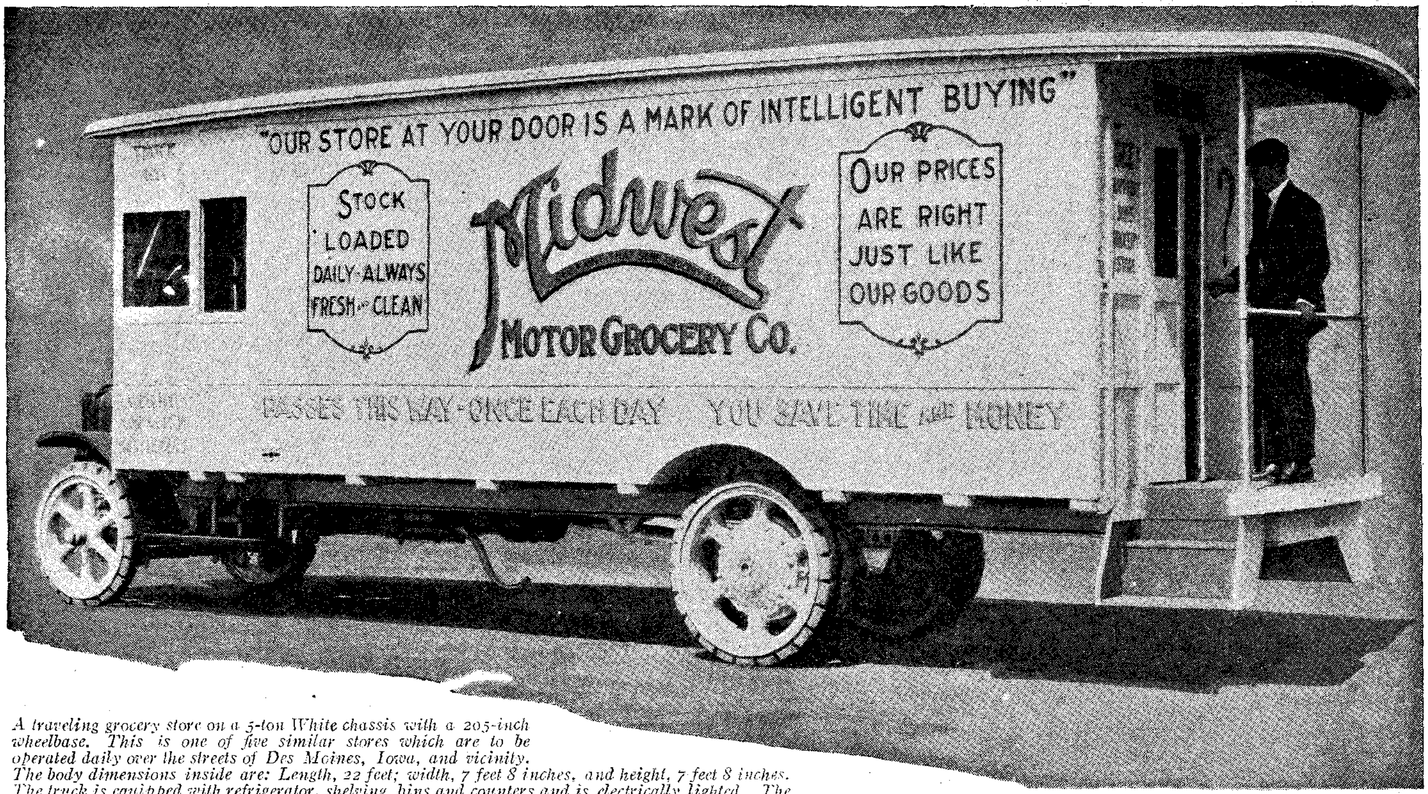
MUNICIPAL FINANCING IN 1920

ABOUT $750,000,000 was absorbed in 1920 in the financing of permanent improvements in our States, counties cities, and smaller municipalities, so *The Bond Buyer* notes. This amount is just short of the 1919 total, but exceeds by over a quarter of a million the borrowings of any previous year. Municipal bond issues in 1919–20 almost equal the aggregate for the four years, 1915–18. In view of the vast amount of curtailment of public works during the war, it is surprizing to the editor of *The Bond Buyer* that the past two years have not witnessed even greater expenditures for work of this kind. "Undoubtedly the scarcity of labor, materials and transportation is the only reason why another three or four hundred million were not obtained through the sale o bonds and invested in city halls, roads electric light and power plants in 1920." It is remarked that:

> An outstanding feature of present-da municipal finance is the good-roads movement which has swept the country in the last few years and has been taken up b the public with the greatest energy and enthusiasm since the war, due no doubt to the war-time demonstration of the econ omy, efficiency, and profitableness of ship ping by motor-truck over good roads The construction of new highways account for a substantial part of the financing o the counties in 1920 and will in comin years keep the market supplied with mi lions of dollars' worth of bonds, the pro ceeds of the sale of which will pay for add tional roads and their up-keep.

The Bond Buyer presents a table showin the record of State and municipal bon quotations for ten years. A few repo are missing from the 1920 figure and th small 1918 total is explained by the fa that in that year "no State, county, o town could issue securities for the purpo of building a road, or bridge, or scho without obtaining the consent of th Capital Issues Committee." Here is th table:

1920	$744,967,626
1919	770,195,248
1918	262,818,844
1917	444,932,848
1916	497,403,751
1915	492,590,441
1914	445,905,510
1913	408,477,702
1912	399,046,083
1911	452,113,721


"OUR STORE AT YOUR DOOR IS A MARK OF INTELLIGENT BUYING"
STOCK LOADED DAILY ALWAYS FRESH & CLEAN
Midwest
MOTOR GROCERY CO.
OUR PRICES ARE RIGHT JUST LIKE OUR GOODS
PASSES THIS WAY ONCE EACH DAY
YOU SAVE TIME AND MONEY

A traveling grocery store on a 5-ton White chassis with a 205-inch wheelbase. This is one of five similar stores which are to be operated daily over the streets of Des Moines, Iowa, and vicinity. The body dimensions inside are: Length, 22 feet; width, 7 feet 8 inches, and height, 7 feet 8 inches. The truck is equipped with refrigerator, shelving, bins and counters and is electrically lighted. The tires are 40 x 5 Caterpillars—singles in front and duals on the rear.

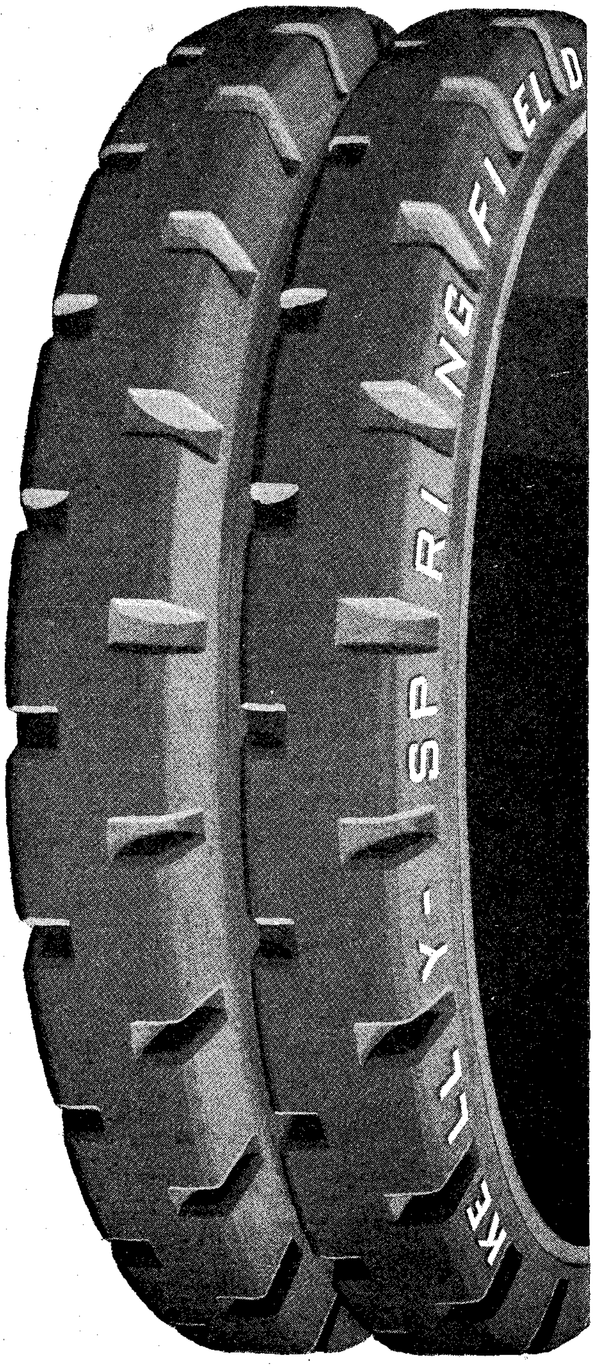
And besides, Kelly Caterpillars are dependable

The man who owns only one or two trucks, as a rule buys tires solely on the basis of the mileage he thinks they will give him.

The fleet-owner, too, is interested in mileage, but he has learned that it is equally important to use tires that save the truck. His trucks are costly pieces of machinery. If he is to get his money's worth out of them he cannot afford to shorten their lives by letting them pound along on hard tires, nor does he want them continually laid up in the shop for repairs and adjustments made necessary by road shocks. He therefore looks for tires that will give him not only unusual mileage but resiliency as well.

And in Kelly Caterpillars he finds, to a degree not obtainable in any other type of tire, the combination of qualities he wants.

Made in sizes suitable for every type and weight of truck, from the smallest to the largest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General Sales Department

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—with the New Stromberg Carburetor is as quick as thought. A rush of power instantly follows the demand on your engine. Efficiency is always on its finest edge. On the traffic-choked boulevard or out in the open stretches, *you* are *master*. You can slow down to a snail's pace—surge ahead at express speed—stop—start, at will—your machine is under *control*.

In addition to this—you get *most* miles per gallon. These are *facts*—proved absolutely by service and fully explained in literature, which will be sent you upon request. Write for it. State name, year and model of your car.

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64 East 25th Street
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New STROMBERG Does it!
CARBURETOR

CURRENT EVENTS

FOREIGN

January 26.—The Finnish Government decides to recommend to the Nobel prize committee that the Nobel peace prize be awarded to the American Red Cross on account of its activity in relieving suffering during the war.

Both Houses of the Swedish Parliament ratify by large majorities amendments to the constitution extending the Parliamentary vote to both men and women, irrespective of the restrictions concerning the payment of taxes. Women will be eligible to sit in either Chamber.

Allied military experts hand the Supreme Council their report on a plan to disband German military units, requiring that the operation of disarmament must be completed by July 1. The report also demands penalties for non-compliance, notably the occupation of further German territory. It is the general opinion that the Council will approve the conclusions of the experts.

The Swiss Socialists in a referendum reject adhesion to the Moscow Internationale, says a Bern report.

January 27.—Many delegates at the national conference of the Trades Union Congress and the Labor party in London advocate direct action in the form of a swift general strike to force the Government to adopt labor's plans for a solution of the unemployment situation.

Under the provisions of the new Quebec liquor law it is planned that the liquor commission establish a black list of persons convicted of drunkenness or of crimes attributable to liquor, and the government stores will be forbidden to sell them liquor.

January 28.—At a conference in Paris of all Russian democratic elements opposed to Bolshevism a manifesto is adopted denouncing the tyranny of the "Reds" and asserting that "the people of free Russia" can not be bound by agreements concluded by the Bolsheviki. The conference was attended by former Premier Kerensky and a number of other prominent Russians.

January 29.—King Albert of Belgium offers a trophy for an international race to be sailed next summer from New York to Ostend by sailing yachts of any type or size to decide the yachting championship of the world.

The Allied Supreme Council in Paris adjourns after reaching an agreement on German reparations and disarmament providing that Germany must pay 226,000,000,000 gold marks (worth about 24 cents each), in annuities spread over forty-two years, increasing from 2,000,000,000 the first two years to 3,000,000,000 the next three years 5,000,000,000 for the next three years and 6,000,000,000 during the remaining thirty-two years. Germany must also pay a tax of 12 per cent. on her exports The conference adopted the disarmament report drawn up by the Allied military experts, providing for substantial reductions in Germany's military forces and armaments by July 1 In case of default by Germany in either reparations or disarmament, the agreement provides among other things for occupation of new German territory, prolongation of present occupation and the possible exclusion of Germany from the League of Nations.

Guatemala, Honduras, Salvador, and Costa Rica come to a tentative agreement to form a Central American Republic. Ratification by the Congresses of these four countries is expected time to have the new federation come into existence before September 15.

Rebels under the Arrieta brothers are reported to be operating within ten miles of Durango, Mexico. The government force there, numbering 1,200 men, is believed able to handle the situation.

Prince Kropotkin, noted Russian geographer, author, and revolutionary leader, dies in Moscow.

January 30.—It is reported from Constantinople that secret instructions regarding the "next Russian-Bolshevik offensive" were given army leaders by Leon Trotzky, Soviet Minister of War, at a conference just concluded at Moscow. It is said the Bolsheviki have fifty-two divisions of infantry and twenty divisions of cavalry along the Polish and Roumanian fronts.

The Minister of the Japanese Navy announces in the Diet that, regardless of what naval program the United States may adopt, the Japanese program requires completion of the unit of eight battle-ships and eight cruisers planned by that country.

The Labor party in England is reported to be holding mass-meetings throughout the country to arouse public opinion on the Irish situation.

Advices reaching Copenhagen say a crisis has arisen in the Russo-Polish peace negotiations at Riga over the amount of money Russia is to pay Poland. The Poles demand 70,000,000 gold rubles, while the Russians decline to pay more than 30,000,000.

January 31.—It is reported from Paris that Premier Briand of France during his visit to London next month will sound out the European war-allies on the subject of reorganizing the alliance existing during the war among France, Britain, Italy, and Belgium.

February 1.—It is reported from Berlin that Germany refuses to negotiate on the basis of the Entente decisions regarding reparations and disarmament recently reached by the Supreme Council in Paris, and will formulate counter-propositions.

Paris reports that the Russians opposed to Bolshevism in conference in that city have just created a Russian Constituent Assembly and will make formal application to the governments of Great Britain, France, and the United States to recognize this body.

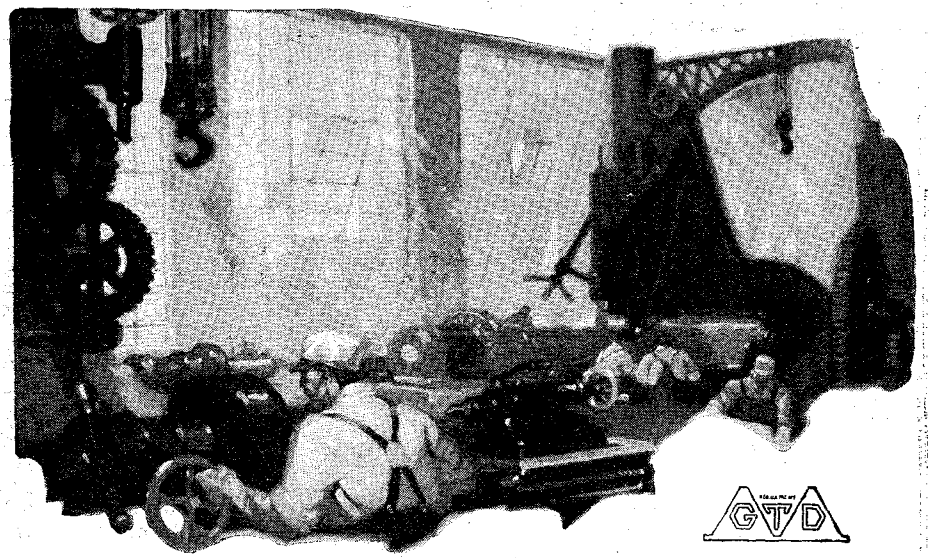
CONGRESS

anuary 27.—Representative Anthony, of Kansas, in announcing that the annual Army Appropriation Bill is ready to be reported to the House, states that the Bill carries a provision for an Army of only 150,000 men, or 25,000 less than fixt in a resolution recently adopted by the House and Senate. The proposed Army of 150,000 was suggested by President-elect Harding, according to Mr. Anthony.

anuary 28.—The Sheppard-Towner Maternity Bill, providing for an appropriation of $1,480,000 for public protection of maternity and infancy, is reported out of committee in the House, with amendments as passed in the Senate. The committee's report states that every important religious denomination in America has indorsed the bill.

nuary 29.—The House votes to authorize the Secretary of State to accept the offer of the residence of J. P. Morgan in London as an American Embassy.

nuary 31.—Prohibition leaders in Congress are reported to be planning new legislation to provide a flat jail sentence



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A GTD Threading Outfit is just as essential as an oil can wherever there are machines. It is the emergency kit of machinery; first-aid to injured machines; a cure for the idle.

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Hardware or Mill Supply dealers all know the GTD line. If yours does not carry the set you need he will get it quickly for you.

GREENFIELD TAP AND DIE CORPORATION
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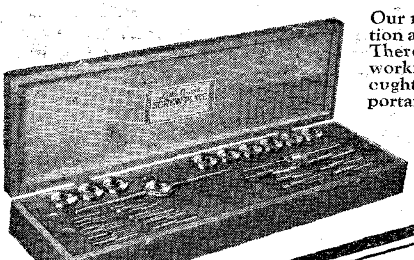
GTD Screw Plates, Taps, Dies, Reamers, Gages,
Pipe Tools, Twist Drills, Milling Cutters



Our new small tool catalog is a mine of information and a dependable guide in thread-repair work. There is economy in it for you; it tells all that a workman, farmer, mechanic or business man ought to know about screw-threads and the importance of keeping them right to turn out first class results. The coupon brings it, without obligation.

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Greenfield, Mass.

Send your new small tool catalog. We are interested in knowing what tools are required for emergency repairs in

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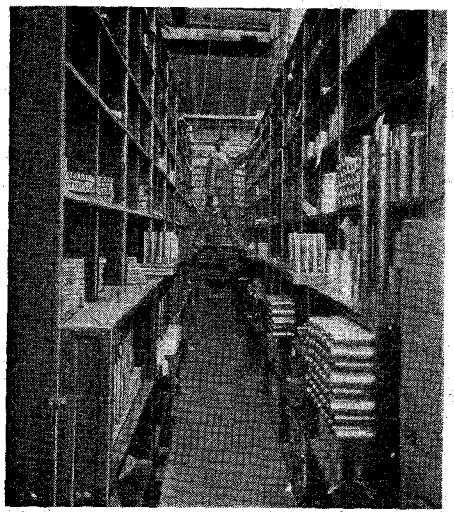

DURAND Steel Racks and Shelving can be carried on your books as an asset of equipment; whereas wooden bins have no permanent value, and must be written off when the owner moves.

Durand Steel Racks and Shelving will last indefinitely, will save 20 to 40% of the space occupied by wooden bins, will carry four times the load, and can be rearranged, taken down, moved, and put up again with no expense but the time of your own employees.

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Wernet Dental Mfg. Co., 115 Beekman St., N.Y.

CURRENT EVENTS
Continued

for the first offense of selling liquor, without giving the courts the optional right of imposing a fine.

February 1.—The Senate Naval Affairs Committee informally comes to the conclusion that suspension of the present naval-building program for six months, as suggested by Senator Borah, of Idaho, is impractical.

The Rivers and Harbors Bill, carrying an appropriation of $15,250,000, is passed by the House and sent to the Senate.

Prohibition enforcement has a set-back in Congress when the House Committee on Appropriations report out the first deficiency appropriation bill with only $1,000,000 for prohibition enforcement instead of the $1,600,000 asked for by the Commissioner of Internal Revenue.

DOMESTIC

January 26.—More than $407,000,000 in back taxes was collected by the Government in 1920, according to Internal Revenue officials.

Textile and shoe plants in New England are resuming operations. It is said that full-time operations are likely to come in the near future.

Rev. Dr. William T. Manning, rector of Trinity Church, New York, is elected Bishop of the Protestant Episcopal diocese of New York, to succeed the late Right Rev. Charles Sumner Burch.

January 27.—Completion of the first count since 1913 of cash and securities in the United States Treasury reveals that the vaults of the National Government hold a grand total of $13,883,819,826.36, of which $97,410,283.02 is in cash.

January 28.—Plans to build double-deck sidewalks in the down-town district of Chicago to relieve traffic congestion are submitted by engineers to the city council.

Officers of the Army Air Service, appearing before the House Appropriations Committee, assert that the battleship is an obsolete weapon and make a plea for the development of air defenses. They inform the committee that the estimated cost of air defenses for 1,400 miles of coast line would be only $40,000,000, or the cost of one battle-ship.

January 29.—The labor committee of the American Association of Railway Executives in session at Chicago agree that half a billion dollars must be cut from the operating expenses of American railroads through the reduction of wages of railroad employees throughout the country in order to assure the roads a 6 per cent. revenue.

Officials of the labor-unions representing skilled employees of shipyards order a general referendum on the proposal of the Atlantic Coast Shipbuilders' Association and the Bethlehem Shipbuilding Corporation that wage scales be reduced 10 per cent., as the initial move in a program to bring down production costs.

January 30.—During 1920, 6,171 persons committed suicide in the United States, as shown by official statistics. In 1919 about 5,000 suicides were reported.

Orders are issued prohibiting the withdrawal of liquor from bonded warehouses in seven Eastern States. It is said that the order will be extended into other States wherever required by local conditions.

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EVERYONE KNOWS

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GUNN "Lino" Green Tops

Invented and made there.

Office Desk Writing Beds

Get more wear than any article of wood that is varnished

"LINO" TOPS End Disfigurements

No varnish to mar Restful to the eyes.
An ideal writing surface, impervious to wear and stains.
Feels like kid to the hands, strikingly handsome appearance.
Used on "NEW GUNN DESKS" (over 40 patterns) in all woods and finishes.
Full particulars on request.
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DELICIOUS AND SUSTAINING
DIABETIC FOODS
QUICKLY MADE WITH
Hepco FLOUR
Contains Practically No Starch
TWENTY CENTS BRINGS A GENEROUS SAMPLE ENOUGH FOR A PLATE OF DELICIOUS MUFFINS
WAUKESHA HEALTH PRODUCTS COMPANY
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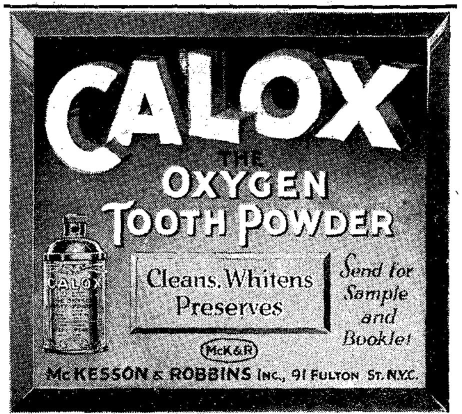
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Cleans, Whitens
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Enjoy your **1921 "Ranger"** at once. Earn money for the small monthly payments on **Our Easy Payment Plan.** Parents often advance first *small payment to help their boys along.*
FACTORY TO RIDER wholesale prices. Three big model factories. **44 Styles,** colors and sizes in our famous Ranger line.
DELIVERED FREE, *express prepaid,* **FOR 30 DAYS TRIAL.** Select bicycle and terms that suit—cash or easy payments.
Tires lamps, horns, wheels, parts and equipment, at half retail prices.
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—— Soothed ——
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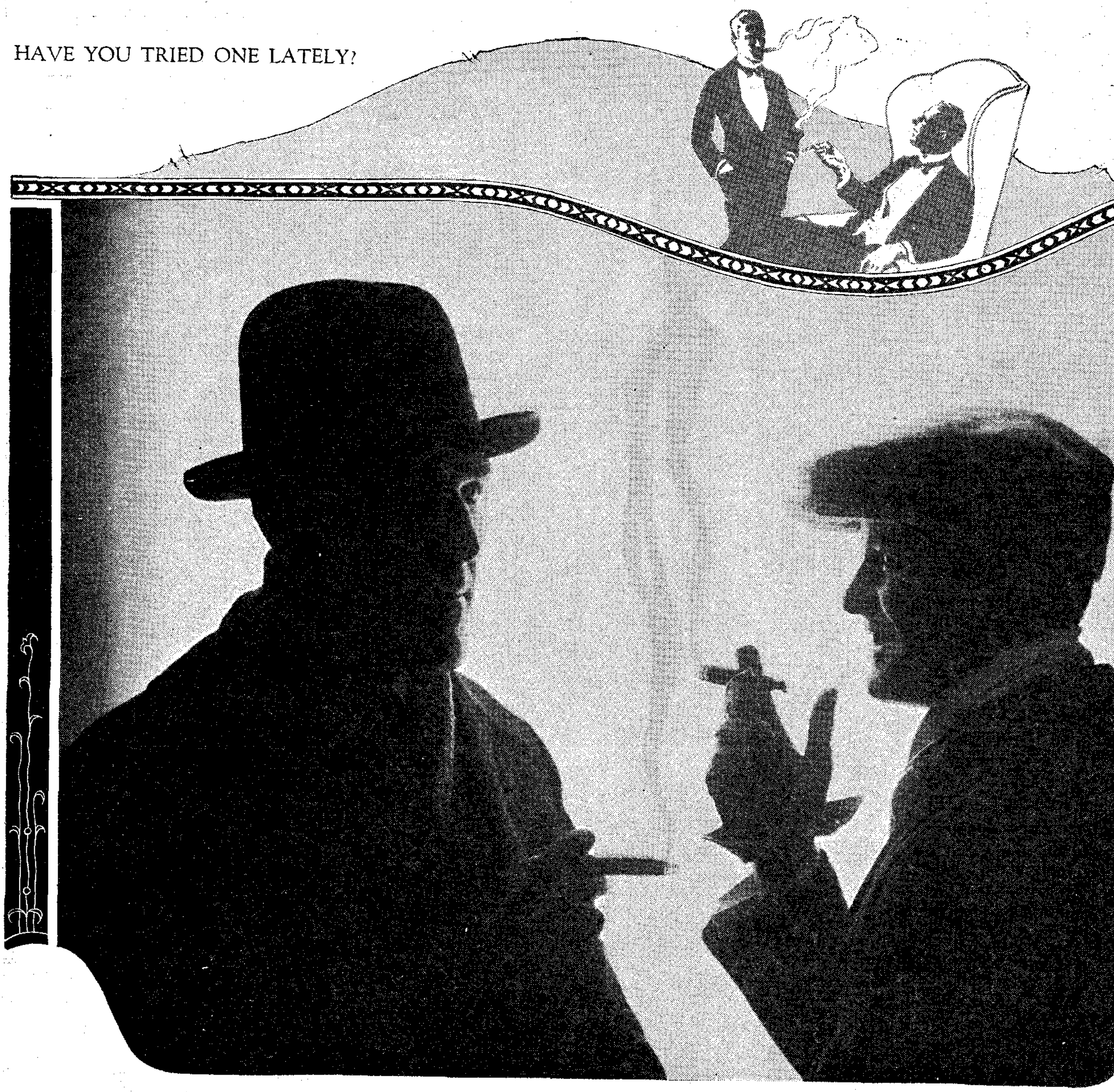
by James C. Fernald, L.H.D. English grammar presented so concisely, simply, accessibly, that it is of constant value to every one who needs practical information. Cloth, $1.50; by mail, $1.62.
FUNK & WAGNALLS COMPANY, Dept, 74, New York

HAVE YOU TRIED ONE LATELY?



The most individual Cigar—

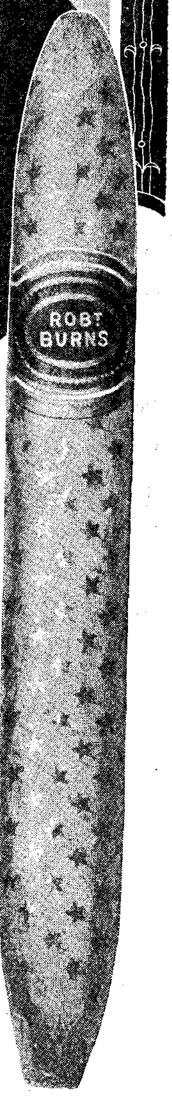
ROBT. BURNS' reputation as an *individual* cigar is national—reaching into every nook and corner of the country. What other full-Havana-filled cigar, selling at Robt. Burns prices, is smoked to the same extent as Robt. Burns?

Like the Robt. Burns cigar, Robt. Burns smokers, too, are *individual*. Robt. Burns conforms to their ideas of what a fine cigar should be. They like Robt. Burns' *full Havana filler*.

They appreciate the May-mildness which special curing and the mild Sumatra wrapper give to this Havana.

Robt. Burns smokers always ask for Robt. Burns *by name*. It is next to impossible, cigar dealers declare, to sell Robt. Burns smokers anything but Robt. Burns cigars.

General Cigar Co., Inc.
NATIONAL BRANDS
NEW YORK CITY



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17c, 3 for 50c
Box of 50—$8.00

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Health is the driving power which enabled him to arrive. It is the force which steeled his body to endurance, and quickened his mental action.

Keep this force working for you. Make it help you in your climb to success.

Do you know that health concerns conditions of the mouth, as well as conditions of the body?

Modern science emphasizes the care of both teeth and gums. Normal gums are snug to the teeth, they are firm and of the natural color that indicates a free and healthy circulation in the gum-tissue.

Gums that are not normal may indicate Pyorrhea, especially in older people.

This is a condition to watch for. Visit your dentist often for tooth and gum inspection, and as a preventive measure—use Forhan's For the Gums.

Forhan's For the Gums is a dentifrice which if used in time and used consistently, will keep the gums firm and healthy. It will also keep the teeth white and clean; yet it is without harsh ingredients.

How to Use Forhan's

Use it twice daily, year in and year out. Wet your brush in cold water, place a half-inch of the refreshing, healing paste on it, then brush your teeth *up and down*. Use a rolling motion to clean the crevices. Brush the grinding and back surfaces of the teeth. Massage your gums with your Forhan-coated brush—gently at first until the gums harden, then more vigorously. If the gums are very tender, massage with the finger, instead of the brush. If gum-shrinkage has already set in, use Forhan's according to directions, and consult a dentist immediately for special treatment.

35c and 60c tubes in the United States and Canada. At all druggists.

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CURRENT EVENTS
Continued

January 31.—Income and excess-profits taxes collected by the Government in December fell off by more than $246,000,000, as compared with December, 1919, according to figures made public by the Bureau of Internal Revenue.

The Delaware State Senate passes a bill making the penalty for highway robbery forty lashes on the bare back, not less than twenty years' imprisonment, and a fine of $500.

The Supreme Court of the United States, in a six to three opinion, grants a new trial to Victor L. Berger, Milwaukee Socialist and former Member of the House of Representatives, and four others, found guilty some time ago of violation of the Espionage Act. The court based its reversal on the ground that the judge who tried the case should not have presided at the trial, after Berger, in an affidavit filed with the court, charged prejudice and attacked his eligibility.

Frederick H. Parkhurst, Governor of Maine, dies at Augusta. He was inaugurated on January 6, and taken ill five days later.

February 1.—Secretary Baker, General Pershing, and other military men approve a plan to return from Flanders the body of an unidentified American soldier for interment at Arlington National Cemetery in honor of the part taken in the world-war by the American soldiers.

The State Senate of Arkansas passes unanimously a bill providing capital punishment for bank-robbery.

Prohibition Commissioner Kramer extends the recent order forbidding liquor withdrawals, so as to cover all the States in the union. The order provides that only retail druggists possessing permits may withdraw liquor, in quantities not exceeding five cases.

Anything to Oblige.—The constable of a New England village, a man of exceeding good nature, found it necessary to lock up three tramps who had strayed into his jurisdiction. Shortly after the arrest he was met by the mayor of the village, who, observing the constable hurrying down the main street, asked,

"Where are you going, constable?"

"Oh," exclaimed the constable, "the three tramps I just locked up want to play bridge, and I'm out hunting for a fourth!"—*Harper's Magazine.*

Jes' Right.—Sir—After purchasing a quart I found it corroded my zinc-lined interior, so I gave it to Al, our saddle-colored janitor. Later I asked him how he found it. He replied, "Jes' right, Cap'n, jes' right." "What do you mean, 'jes' right'?" said I. "Well, suh, Cap'n, if it had been any better you wouldn't have give it to me, and if it had been any wusser I'd 'a' died. It was jes' right."—J. G. S. in the *Chicago Tribune.*

British Tolerance.—Owing to the fact that Dr. Bell has experienced no unpleasantness during his stay over here, it is thought that the American genius who invented revues may now risk a visit to our shores.—*Punch* (*London*).

The Unexpected.—"I never dreamed of anything like this when I invented the telephone," said Dr. Bell after a demonstration. Neither as a matter of fact did we when we hired ours.—*Punch* (*London*).

THE SPICE OF LIFE

Art Note.—The thief who recently stole a statue from a park in Berlin ought to be compelled to keep it.—*Kansas City Star.*

Sure Sign.—If a man can operate a cash-register with sore fingers and never feel the pain he is the proprietor of the place.—*Toledo Blade.*

Exceeding Instructions.—EMPLOYER—"George, I want to speak to you regarding your attentions to Miss Sweetly during office hours. I engaged you as billing clerk. No cooing was mentioned. That's all for the present."—*London Mail.*

Hence Those Tears.—VISITOR (comforting Tommy, who has upset a bottle of ink on the new carpet)—"Never mind, my boy; no use to cry over spilled milk."

TOMMY (indignantly)—"Any dunce would know that. If it's milk that's spilled all you have to do is to call the cat an' she'll lick it up cleaner'n anything. But this ain't milk, an' mother'll do the lickin', is what ails me."—*Baptist Boys and Girls.*

Music à la Mode.—Fritz Kreisler, our favorite violinist, has been fiddling in Detroit recently and this is how the Detroit *News* sizes up the situation:

"The Spaniards' 'Jota Navara' is sprightly enough and the nippy allspice of virtuosity, left-handed pizzicato, saltato bowing, and the rest, is not becoming."

We shall never forgive ourselves for having failed to be there. If there is anything we dote on it is saltato bowing. As to the left-handed pizzicato we would not venture, as we never have tasted the southpaw variety.—*Terre Haute (Ind.) Tribune.*

Little Songs of Safety First.

Lies slumbering here
  One William Lake;
He heard the bell
  But had no brake.
    —*Detroit News.*

At fifty miles
  Drove Ollie Pidd,
He thought he wouldn't
  Skid, but did.
    —*Rome, (N. Y.) Times.*

At ninety miles
  Drove Edward Shawn;
The motor stopt.
  But Ed kept on.
    Little Falls, (N. Y.) Times.

Under the sod
  Lies Deacon Hale;
He winked and drank
  Some "ginger ale."
    —*Utica (N. Y.) Press.*

Here he sleeps,
  One Johnny Founker;
He rounded a turn
  Without a honker.
    —*Johnson City Record.*

This monument's
  For Jackson Druck;
His Lizzie was lighter
  Than the truck.
    —*Scrantonian.*

Down in the creek
  Sleeps Jerry Bass;
The bridge was narrow,
  He tried to pass.
    —*Wilkes-Barre Times-Leader.*

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Going Together.—"Old-fashioned family doctor is disappearing." So is the old-fashioned family.—*Philadelphia Public Ledger.*

As Woman Advances.—No girl is perturbed over the passing of a leap-year. Like mistletoe, leap-year is now unnecessary.—*Little Rock Arkansas Gazette.*

Good Luck to Him.—His name is Andrews, and he is a trapper of predatory animals in the Federal employ.—*From a Special Article in The Saturday Evening Post.*

Important Detail Omitted.—In a recent film one of the characters is skinned alive. The realism is rather marred by not representing him as a taxpayer.—*London Opinion.*

His Preference.—WAITER—"By the way, sir, that steak you ordered—how would you like to have it?"

PATIENT CUSTOMER—"Very much, indeed!"—*London Mail.*

A Tense Situation.—FORTUNE-TELLER—"You wish to know about your future husband?"

CUSTOMER—"No; I wish to know about the past of my present husband for future use."—*Boston Transcript.*

No Cart Along.—The girl walked briskly into the store and dropt her bag on the counter. "Give me a chicken," she said.

"Do you want a pullet?" the storekeeper asked.

"No," the girl replied. "I wanta carry it."—*Brown Bull.*

Overworked.—"Talking about 'dry' towns, have you ever been in Leavenworth, Kansas?" asked the commercial traveler in the smoking-car. "No? Well, that's a 'dry' town for you, all right."

"They can't sell liquor at all there?" asked one of the men.

"Only if you have been bitten by a snake," said the traveler. "They have only one snake in the town, and when I got to it the other day, after standing in line for nearly half the day, it was too tired to bite."—*Evening Wisconsin.*

The Statesman.

The statesman throws his shoulders back
and straightens out his tie,
And says, "My friends, unless it rains the
weather will be dry."
And when this thought into our brains has
percolated through,
We common people nod our heads and
loudly cry, "How true!"

The statesman blows his massive nose and
clears his august throat,
And says, "The ship will never sink so
long as it's afloat."
Whereat we roll our solemn eyes, applaud
with main and might,
And slap each other on the back, the while
we say, "He's right!"

The statesman waxes stern and warm, his
drone becomes a roar,
He yells, "I say to you, my friends, that
two and two make four!"
And thereupon our doubts dissolve, our
fears are put to rout,
And we agree that here's a man who knows
what he's about.

—*Quoted by The Christian Advocate (New York).*

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